

# Provisional Fair Regulations

*(last update 25 May 2020)*

At the time of writing these fair regulations, we are unable to foresee any possible health restrictions that would be put in place in connection with the fight against Covid-19, and which would lead us to modify our offer to exhibitors. Should these restrictions be put in place, Sudvinbio pledges to inform the exhibitors registered for the 2021 fair as soon as possible. Each exhibitor pledges to respect the sanitary restrictions that would be imposed.

## 1 – Organiser

Millésime Bio is a trade fair organised by Sudvinbio.

## 2 – Date and location

28<sup>th</sup> Millésime Bio will be held at Montpellier Exhibition Centre, Route de la Foire, 34470 Pérols, France, on 25, 26 and 27 January 2021. The opening hours for visitors are as follows:

Monday 25 January 2021 from 10am to 7pm

Tuesday 26 January 2021 from 9am to 7pm

Wednesday 27 January 2021 from 9am to 5pm

## 3 – Sanctions for not respecting the fair regulations

Any case of not respecting the fair regulations could lead to the exhibitor being **excluded from the show immediately, excluded from the show for a period of one to four years, warned, or required to pay a settlement fee.** The exclusion of a winery or a company leads to the exclusion of all companies belonging to the same owner or group.

## 4 – Compliance of wines displayed on the stand

**The exhibitor pledges not to show wines which are only in the process of conversion towards organic certification, or conventional wines, even in unopened bottles for presentation.**

Exhibitors must come to the show with organic certificates for all products and vintages presented (certificates already transmitted in the registration procedure, see article 6).

Older vintages before the final organic certification of the exhibitor, and any other product missing on the certificates on the opening day of the exhibition, can in no case be presented at the fair, **neither for tasting nor for decoration.** Blended wines from old vintages (e.g. solera method), not certified organic, are also excluded from the exhibition.

Winegrowers, whose wines have just been certified organic for the first time for the current vintage, not having been able to have their final certificate in time, must come with their certificates of the 3 years of conversion. These certificates must also be deposited beforehand on the client portal.

**All presented wines must be on the certificate of the company holding the stand (except for agents or brokers who must provide the wine certificates of the wineries they represent).**

Controls are carried out at the show by an official certifying body, in partnership with Sudvinbio. **Whatever the container (bottles of any size, bag-in-box etc.), the presentation of in-conversion or conventional wines (for tasting or decoration, open or unopened container) leads to sanctions (see article 3).**

Products presented at the fair must bear a label with required information on organic production methods (current EU organic regulations specifying the compulsory indications and the use of the European organic logo).

In the event of provisional labels being used (e.g. new label in progress or vat sample), these must show the category of the wine (which must correspond to the exhibitor's organic certificate) the name of the wine, the name of the bottler, a reference to organic certification, the name/code of the certification control body, the volume in centilitres and the alcohol content.

## 5 – Admission

Those admitted to exhibit: individuals and/or companies producing, making, packaging and/or marketing WINES MADE FROM ORGANICALLY GROWN GRAPES and ORGANIC WINES (from the 2012 harvest). The production of these wines must be in compliance with the currently applicable European regulations for organic products and certified organic by an official control organisation registered with the competent authorities.

Flavoured drinks made from organic wine, beer, cider, spirits and any other organic alcoholic beverage are also accepted for tasting, provided they comply with currently applicable European regulations for organic products.

Organic non-alcoholic wines are a possible addition to the range that can also be exhibited as long as they do not represent more than 20% of the references presented on the stand.

Exhibitors with a mixed range of wine and other organic alcoholic beverages may choose to register in the "wine" area or in the "other organic alcoholic beverages" area.

All exhibition counters are identical regardless of the type of stand (Individual Winegrower, Shared or Collective) but the rate varies according to the status of the company. The 3 types of stands are as follows:

- **Individual Winegrower stand:** 1 individual winery
- **Shared stand:** 2 individual wineries
- **Collective stand:** 1 wine cooperative, 1 wine merchant, 1 agent, 1 broker or 1 registered producers' association (a copy of the association's / company's statutes may be requested by the organiser). A Collective stand can only accommodate one company/association.

For each request for stand reservation, before beginning the registration procedure and invoicing, Sudvinbio systematically checks the status of the company and reserves the right to modify the type of stand requested if the status of the company requires it.

**French winegrower-merchants**, whose commercial activities exclusively concern the sale and marketing of wines from grapes produced on their own estate(s), must provide the harvest declaration from their estate(s) and their merchant production declaration (SV12). These documents will enable us to determine the applicable stand rate (Individual Winegrower or Collective). If the merchant activities exclusively concern the estates for which the exhibitor is the owner, the Individual Winegrower rate may be applied. If this is not the case (trading activity outside the company), the Collective rate must be applied.

**Wine merchants** from any country who sell in bulk and/or package wines made from organically grown grapes / organic wines must be controlled and certified in compliance, or equivalent, with the currently applicable European regulations for organic products by an official control body which is duly approved by the authorities, and so for all of the wines and vintages presented.

**Agents and brokers** from any country selling wines made from organically grown grapes / organic wines already bottled by a winegrower must provide a certificate of compliance or equivalence with the currently applicable European regulations for organic products for each wine and vintage presented.

Wines must be produced:

- in a European Union member country and certified by an official control organisation registered with the European Commission
- and/or in a third party country whose regulations are seen by the European Commission as being equivalent to the current EU organic regulations
- or (until 31 December 2020) in a third party country and as part of controls carried out by an equivalent authority or inspection body, i.e. empowered to certify products based on the recognised organic specifications equivalent to the EU organic regulation in accordance with Article 33.3 of the EC regulation 834/2007. Equivalent certification agencies are listed in annex IV of regulation (EC) 1235/2008

- or (from 1 January 2021) in a third party country and as part of controls carried out by an authority or inspection body seen by the European Union as competent to carry out controls and issue organic certificates in that country in accordance with Article 46 of the regulations (EU) 2018/848

Also accepted: wines which are certified in accordance with the USDA's (United States Department of Agriculture) National Organic Program (NOP), section 205 of chapter 7 of the Code of Federal Regulations, in all certification categories: "100% organic", "organic" or "made with organic grapes".

Important reminder: organic products which are sold in the EU zone need to be certified in compliance with the current organic European regulation.

#### References to the current European organic regulation:

Until 31 December 2020:

European Council regulation (EC) 834/2007 on organic production and labelling of organic products in effect until 31 December 2020.

European Commission regulation (EC) 889/2008, laying down detailed rules for the implementation of regulation (EC) 834/2007 as to organic production, labelling and controls; supplemented by European Commission regulation (EU) 203/2012 of 8 March 2012 as to organic wine (rules on winemaking) and amended by European Commission Implementing Regulation (EU) 2019/2164 of 17 December 2019 (on winemaking rules).

For mandatory labelling information, refer to articles 24 and 25 of regulation (EC) 834/2007.

From 1 January 2021:

European Parliament and Council regulation (EU) 2018/848 of 30 May 2018 on the production and labelling of organic products, repealing regulation (EC) 834/2007 and which comes into effect on 1 January 2021.

For mandatory labelling information, see articles 32 and 33.

Estates/companies taking part regularly and exclusively in Millésime Bio (exclusively for the show's dates and opening times) will get priority from the organiser.

## **6 – Application for registration**

The exhibitor must submit a complete application form for Sudvinbio to proceed with invoicing. To do so, all exhibitors must:

- a. Provide a copy of their certificate of compliance with organic production methods with a validity date mandatorily covering the dates of the exhibition. If the exhibitor wishes to present previous wines and vintages not listed on the current certificate, he must also provide the previous organic certificates for these wines. The grape certificate is not sufficient; the certificate of the finished marketed product presented at the show must be provided. New certificates missing at the time of registration (being drawn up by the certifying body) must be deposited on the online client portal before the opening of the fair. The exhibitor must come to the show with certificates for all their wines. (see article 4)
- b. Accept the fair regulations (check box on the online registration)
- c. Proceed to full payment of the registration fee. When the application is complete, Sudvinbio sends the corresponding invoice. Registration is valid only upon full payment of the registration fee. It is this date that will determine the location of the exhibitor within the fair (see article 11).

Registration can only be done online on the customer portal <https://account.sudvinbio.com/>. If you are unable to register online, please contact Sudvinbio.

The organising committee processes all registration applications and reserves the right to refuse applications. In the event of refusal, Sudvinbio will not refund the administrative fee of 15% of the total amount (incl. French VAT for France + outside the EU zone; excl. French VAT for EU zone).

### 7 – Deadline for registration application

The exhibitor must apply for registration by 15 September 2020. Only complete applications will be considered. After this date, applications for Millésime Bio must be addressed to the Sudvinbio board, which will decide on a case by case basis.

### 8 – Registration fees

The stand costs are defined according to the type of company (see article 5). The rates can be consulted on the client portal. Full payment of registration fees must be made by 15 September 2020 at the latest. If the exhibitor decides before 15 September 2020 not to attend, Sudvinbio will refund registration fees already paid, less administrative costs amounting to 15% of total paid amount (incl. French VAT for France + outside the EU zone; excl. French VAT for EU zone).

If the exhibitor decides after 15 September 2020 not to attend, Sudvinbio will not be liable to any refund.

#### Exceptional case: Postponement of the fair following a new health crisis linked to Covid-19 in January 2021

If the fair could not be held from 25 to 27 January 2021 due to a new Covid-19 epidemic, the 28th edition would be postponed:

- Either in a period of time between February 2021 and April 2021. In this case, the registration fees would be retained and carried forward in full.
- Or in January 2022. In this case, Sudvinbio undertakes to refund 85% of the total amount received (including French VAT for France + non-EC zone; excluding French VAT for EC zone), the remaining 15% would be retained and carried forward for registration to the 2022 fair. If the exhibitor decides not to participate in the 2022 edition, the 15% will be returned to him at the end of 2021.

### 9 – Exhibitors' list

A simplified exhibitor guide with maps of the fair is printed and offered to all the participants of the show. For optimal presentation in the list of exhibitors in its various supports (paper and digital) the exhibitors are fully responsible for entering all their personal data online. This must be done online on the customer portal between 1 October 2020 and 15 November 2020. Failure to enter data will result in the exhibitor not being included in the exhibitors' list.

Number of company profile presentations in the exhibitors' list included in the price of the stand:

- Individual Winegrower stand: 1 presentation
- Shared stand: 2 presentations (1 per individual winery)
- Collective stand: 1 presentation

Additional presentations will be invoiced at the unit price of €900 incl. French VAT (France + outside the EU zone) or €750 excl. French VAT (EU zone). For questions about additional presentations, exhibitors should contact Sudvinbio as this option is not directly accessible on the client portal.

### 10 – Publishing of exhibitor data

The exhibitor accepts to have their data published and put online on all the media used by the fair organiser: website [www.millesime-bio.com](http://www.millesime-bio.com), smart phone app, etc.

### 11 – Allocation of exhibition space

The fair layout, floor plan and distribution of stand space are determined by Sudvinbio which is solely responsible for stand layout and allocation. The criteria applied when allocating stands is dependent on the date of reception by Sudvinbio of the complete application and full payment, and the show's unique specificity

of mixing regions and countries. For a stand Shared by 2 wineries, both applications must be completed before both wineries can be confirmed as registered. The date taken into account when allocating places is the reception of payment for the last of both applications.

## 12 – Request for adjoining stands

As the mix of countries and regions is one of the specificities of the show, large groupings are prohibited. Sudvinbio cannot accept requests for stands side-by-side between different exhibitors. Only stands booked and presented under a single company name or 2 wineries held by the same owner may be side-by-side. **However, the counters cannot be moved to be joined together.** The organiser may propose to the exhibitor who has booked 2 stands, with the same company name only, a removable connection system (paying option, within the limit of the available stock of extensions). If a company books more than 2 stands in its name or with the same owner, they will be distributed on a 2-by-2 basis in the same hall.

## 13 – Installation of exhibitors

Prior to the official opening of the fair, it is compulsory for exhibitors to install their stands on Sunday 24 January 2021 or Monday 25 January 2021 (installation schedules will be specified later). On Tuesday 26 and Wednesday 27 January 2021, exhibitors must arrive at the fair between 8am and 9am.

## 14 – Presentation of stands

Each exhibitor will be provided with a stand composed of the following elements and services:

1. 1 high counter (length 190 cm)
2. 2 stools
3. 1 spittoon
4. Tasting glasses
5. Glass cleaning service
6. Ice and water, available in self-service
7. A company profile presentation in the different versions of the exhibitors' list (reliant on exhibitors keying in their data, see article 9)
8. A high company signage. No signage should be common to several stands other than this signage
9. Digital invitations for your customers
10. Platform for appointment making with visitors and management of an appointment calendar (possibility to make an appointment request with consenting visitors only); badge scan to collect the digital contact details of the visitors you receive on your stand

NOT provided: corkscrews, ice buckets, bread and cheese or other tasting accompaniments. The stand will not have individual access to water or electricity.

Corkscrews, ice buckets, aprons etc. are for sale in each hall at the reception desks.

It is forbidden to place posters, signs, notices, etc. in front of, behind or around the stand. Personalisation of each stand is strictly limited to the arrangement of the presentation counter provided. Exhibitor signs on the counter must not exceed a height of 180cm, including the counter height. On the stand's sign-post, the only signage authorised is the one provided by the organiser.

**Exhibitors may not leave or dismantle their stands until the end of the fair. Apart from in exceptional circumstances, which must be fully explained to the organiser, the exhibitors commit to remain at their stand until the show closes on 27 January 2021 at 5pm. Early departures, without justification, may be subject to sanctions (see article 3).**

## 15 – Lunchtime catering

A paid-for service with several options:

- Traditional lunch in the dedicated hall
- Different fast-food options inside and outdoors (food trucks)

Meals prepared using certified organic produce, and local produce when possible. Vegetarian options available.

Sudvinbio will give further details about the catering arrangements before the show begins.

### **16 – Delivery of samples: optional paid-for logistics service**

For exhibitors unable to transport their samples to the fair, a paid-for service is open to all exhibitors in partnership with the transport and logistics company Alter Ego. Alter Ego will manage the reception of samples from arrival at the depot, transfer to the Exhibition Centre prior to the fair, and redistribution during your installation at the fair. **Maximum authorised:** 20 parcels with a maximum limit of 120 bottles.

Transport from the initial address to the Alter Ego depot is not included in the price. Exhibitors are consequently free to choose their own transport agent. Alter Ego and Sudvinbio may not be held responsible for any incidents, theft or damage to bottles during transport from the estate/company to the Alter Ego depot.

### **1 paid-for logistics service = 1 exhibitor!**

If transport is organised for several exhibitors, each exhibitor must order and pay a logistics service charge prior to shipment. If transport is organised together for several exhibitors from countries outside France, each exhibitor must provide the relevant export documents.

**Particular attention must be given to shipments from non-EU countries:** it is essential to check that your transporter is authorised to deliver DDP (Delivered Duty Paid). If this is not the case, the shipment may be detained by French customs, destroyed or returned, and you will be invoiced for extra costs. To reduce risk, we strongly advise that you use the services of a freight forwarder rather than an express delivery provider.

Deadline for entering the order for sample shipment in the online client portal: 15 September 2020.

Important: in order to prevent shipments being refused or placed in quarantine, please carefully read over the full procedure sent by Alter Ego once the order is paid for and confirmed. Registration with the logistics service is final and non-refundable.

### **17 – Visitor invitations**

Invitations are dematerialised. Exhibitors can invite their contacts via their online customer portal. Exhibitors pledge to restrict invitations to the wine trade only (wine retailers, importers, wine merchants, sommeliers, hyper-supermarkets, mail order, HORECA, etc.). Other trades, especially suppliers of winegrowing equipment, will be refused access to Millésime Bio.

### **18 – List of pre-registered visitors not to be published**

In accordance with the European regulation on the protection of personal data, the list of pre-registered visitors can under no circumstances be distributed by Sudvinbio.

### **19 – Cleaning and maintenance of the stand**

The exhibitor undertakes to ensure the cleaning and cleanliness of his stand throughout the day. A cleaning service will be provided at night (removal of empty bottles deposited in the evening in the aisle in front of the stand, cleaning of the stand tray). The exhibitor undertakes not to damage any of the furniture made available to him. In the event of proven damage, the organiser reserves the right to charge for cleaning or repairs.

### **20 – Theft on the stand**

Sudvinbio cannot be held responsible for any theft and/or damage at the stand. We recommend removing items of value while the fair is closed. It is recommended to be careful with valuable bottles and in particular not to leave them at the stand for the night.

### **21 – Insurance**

Exhibitors must be covered by a personal liability insurance policy.

### **22 – Image rights**

A professional photographer is appointed by Sudvinbio to take pictures during the show. Unless otherwise indicated, the exhibitor accepts that these pictures, as well as films and other recordings, can be used freely by Sudvinbio for the promotion of the show (leaflets, press kit, articles in the press etc.).