

Please refer to the detailed breakdown of rates and special deals listed on the rate schedule.

The **Early Bird Five Show Deal** – an unbeatable **R36 787.50 (excl. VAT)** is **valid for bookings made AND paid for by 31 January 2020. This is an absolute date.** This reflects a **25% + discount on the show rack rates.**

Booking the **Five Show Deal by 13 March 2020** will cost **R39 240.00 (excl. VAT)** reflecting **20% + discount on show rack rates.** See rate sheet for a detailed list of the combo deals and discounts on offer.

Exhibitors electing not to book the five shows can take advantage of one of the **Combo Show deals.** For single show bookings, the rack rate applies.

There are only 50 Five Show Deal packages available due to the space demand at the regional venues. Bookings made by 13 March for the Five Show Deal will be given preference ahead of single show bookings.

LOYALTY DISCOUNTS

Exhibitors may be eligible to receive a **Loyalty Discount** on their individual RMB WineX and Combo deal bookings. The **Platinum and Gold Loyalty programme** – in existence since 2008 for all WineX bookings, adjusted in 2014 to a point system – incorporates the regional wine shows' participation retrospectively since 2013. Loyalty discounts are applied against WineX only and Combo show bookings. Not applicable for individual regional show bookings.

Loyalty discounts are as follows:

Platinum: 20 points and above – less **10% discount** (*this is over and above all other deals*).

Gold: 14 points and above – less **5% discount** (*this is over and above all other deals*).

Loyalty Discount Point system is as follows:

Regional shows: 1 point for each full stand booked

RMB WineX: 2 points for each full stand booked (shared- and alternative stands treated pro-rata)

GROUP BOOKINGS

Group bookings (of six stands or more) will receive a discount of **15%** on the group booking invoice. A group is not restricted to six stands and can be designed to suit your needs. **Must be booked and paid for as one invoice.**

BOOKINGS, INVOICING & PAYMENT

- All bookings will be acknowledged by e-mail as soon as they are processed. An invoice detailing the exact charges applicable for each of the five shows (where applicable) will be sent with the booking confirmation. Payment must be made by deposit or bank transfer to the bank details supplied on the invoice by the appropriate deadline.
- Please **DO NOT** deposit any monies until you have been invoiced. This arrangement allows us to track all payments and is an effort to prevent duplicate and unidentified deposits.
- Please send proof of payment to monica@outsorceress.co.za with your EXHIBITOR NAME clearly marked. Please note: the exhibitor becomes liable for the full amount of the booking on submission of the booking form. The booking is only secure on receipt of payment.
- ALL INVOICES are payable in full upon RECEIPT of invoice. Bookings not paid for in full by the invoice due date will be cancelled in favour of a waitlisted booking. In the event that the booking is renewed, it will be re-invoiced at the rate applicable to the next settlement date.
- **Cancellation Policy:**
If cancelled up to 45 days of the date of the show: stand rental (less 20% for administration costs) is refunded. Thereafter, no refund, except at the organisers' discretion.



EXHIBITOR NAME (individual brand name)				
CONTACT DETAILS (Co-ordinator / Brand Manager / Wine maker / additional person to receive confirmation and correspondence regarding booking)				
NAME		E-MAIL		CELL NUMBER
INVOICE DETAILS				
COMPANY			POSTAL ADDRESS	
VAT REG #				
WEBSITE DETAILS Please provide details for inclusion				
WEBSITE			TELEPHONE #	
STAND POSITION Please advise which route / region / distribution agent / exhibitor you would like to be positioned with at the shows				
BOOKING OPTIONS Please indicate below the shows that you will be attending				
REGIONAL SHOWS: REGULAR STANDS				
SHOW	CITY	2019 DATES	TIMES	NO. STANDS
Mpumalanga Wine Show	Nelspruit	Fri 3 & Sat 4 April	17h00 – 21h00	
Capital City Wine Show	Pretoria	Fri 24 & Sat 25 July	17h00 – 21h00	
Free State Wine Show	Bloemfontein	Fri 31 July & Sat 1 August	17h00 – 21h00	
Eastern Cape Wine Show	Port Elizabeth	Thu 3 & Fri 4 December	17h00 – 21h00	
RMB WINEX: STAND OPTIONS				
VENUE		DATES		TIMES
Sandton Convention Centre, Sandton		Wed 28, Thu 29 & Fri 30 October		17h00 – 21h00
STAND TYPE		QUANTITY OF STANDS	STAND TYPE	QUANTITY OF STANDS
Regular full Stand			Alternative Stand	
Ultra-Boutique share-with			Boutique share-with	
Self-Build		Exhibitors have the opportunity to rent floor space and create custom built stands. Quote will be drawn up based on the size of the floor space required		
HEIGHT		LENGTH		WIDTH
All bookings are subject to availability and will only be confirmed upon full payment of the invoice. This booking form has been completed as confirmation of acceptance of all booking terms and conditions.				
NAME			SIGNATURE	
DESIGNATION			DATE	

2020 RATES

ALL RATES QUOTED ARE EXCLUDING VAT @ 15%

COMBO SHOW BOOKINGS

Rates calculated on a regular stand at each of the five shows. Quotations available on request for alternative stand sizes as well as group bookings

SHOW PACKAGES	SHOWS INCLUDED IN PACKAGE	PRICE IF BOOKED INDIVIDUALLY	COMBO DEAL	YOU SAVE!	GOLD	PLATINUM
Early Bird 5 Show Book and pay before 31/01/2020	RMB WineX & all 4 regional shows	R49 050.00	R36 787.50	R12 262.50	R34 948.13	R33 108.75
Early Bird 2 Show Book and pay before 31/01/2020	RMB WineX & any 1 regional show	R25 350.00	R19 455.00	R5 895.00	R18 482.25	R17 509.50
5 Show Book and pay before 13/03/2020	RMB WineX & all 4 regional shows	R49 050.00	R39 240.00	R9 810.00	R37 278.00	R35 316.00
4 Show Book and pay before 13/03/2020	RMB WineX & any 3 regional shows	R41 150.00	R34 977.50	R6 172.50	R33 228.63	R31 479.75
3 Show Book and pay before 13/03/2020	RMB WineX & any 2 regional shows	R33 250.00	R29 925.00	R3 325.00	R28 428.75	R26 932.50
2 Show Book and pay before 13/03/2020	RMB WineX & any 1 regional show	R25 350.00	R24 082.50	R1 267.50	R22 878.38	R21 674.25

REGIONAL SHOWS ONLY

Rates calculated per stand per show. Quotations available on request for larger alternative stand sizes as well as group bookings

Attendance at any **ONE** of the **regional shows (with the exception of Pretoria)**

R7 900.00 per stand per show

Attendance at Capital City Wine Show Pretoria only

R8 400.00 per stand

RMB WINEX ONLY

Rates calculated per stand per show. Quotations available on request for larger alternative stand sizes as well as group bookings

RMB WINEX ONLY	EARLY BIRD Book and pay before 13/03/2020		INTERIM Book and pay before 30/06/2020		LATE Book and pay after 01/07/2020	
	RACK RATE	GOLD	RACK RATE	GOLD	RACK RATE	GOLD
Regular Full Stand Stand space of 2m x 2m including counter	R16 950.00	R16 102.50	R17 950.00	R17 052.50	R18 950.00	R18 002.50
Boutique share-with Bottled less than 20 000L in 2018 or 1 st crush in 2014	R10 950.00	R10 402.50	R12 500.00	R11 875.00	R13 500.00	R12 825.00
Ultra-Boutique share-with Bottled less than 5000L in 2018	R6 500.00	R6 175.00	R6 950.00	R6 602.50	R7 450.00	R7 077.50
Alternative Stand Floor space of 3m x 2m only. No structure is provided.	R23 950.00	R22 752.50	R24 950.00	R23 702.50	R27 250.00	R25 887.50
		R21 555.00		R22 455.00		R24 525.00