



WINE & SPIRIT TOURISM  
INTERNATIONAL TRADE FAIR

THE INTERNATIONAL TOURISM FAIR  
DEDICATED TO WINES AND SPIRITS

12-14 MARCH 2023

PARC DES EXPOSITIONS  
REIMS • FRANCE



## REGISTRATION FORM

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\* Mandatory field

### ● YOUR COMPANY

Your company*	
Siret no.*	
Intracommunity VAT no. <sup>(1)</sup>	
<small>(1) Mandatory if your company is subject to VAT</small>	
Address*	
Postal Code*	
City*	
Country*	

### ● PERSON IN CHARGE OF APPLICATION (who receives all stand information)

Title of person signing*	<input type="radio"/> Ms.	<input type="radio"/> Mr.
Last name of person signing*		
First name of person signing*		
Position*		
E-mail*		
Telephone number*	+ (      )	
	<small>Country code</small>	

### ● PERSON LEGALLY RESPONSIBLE (if different from the person in charge of application)

Title of person signing*	<input type="radio"/> Ms.	<input type="radio"/> Mr.
Last name of person signing*		
First name of person signing*		
Position*		
E-mail*		
Telephone number*	+ (      )	
	<small>Country code</small>	



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● YOUR PRODUCTS AND SERVICES (one choice only)

<p><b>Producer</b></p> <p><input type="radio"/> Wine-making property</p> <p><input type="radio"/> Estate / vineyard</p> <p><input type="radio"/> Distillery</p> <p><input type="radio"/> Cooperative</p> <p><input type="radio"/> Wine and spirits company or group</p>	<p><b>Institutional</b></p> <p><input type="radio"/> Wine trade board / Official trade association</p> <p><input type="radio"/> Tourism board / Regional promotion agency</p> <p><input type="radio"/> Pavilion or collective representation (national, regional)</p>
<p><b>Tourism infrastructure</b></p> <p><input type="radio"/> Tourist destination / Wine Route (Napa Valley, etc.)</p> <p><input type="radio"/> Museum (Rum Museum...)</p> <p><input type="radio"/> Cultural or leisure facility</p> <p><input type="radio"/> Hotels / Restaurants</p>	<p><b>Services</b></p> <p><input type="radio"/> DMC/Incoming agencies</p> <p><input type="radio"/> Media</p> <p><input type="radio"/> Services and consulting</p> <p><input type="radio"/> Other, specify: .....</p>

● YOUR PROPOSED SERVICES (several choices are possible)

Tours of cellars / Wineries  
  Wine tasting  
  Spirits tasting  
  Recreation / Relaxation  
 Spa / Wellness / Health  
  Sports activities  
  Outdoor activities  
  Fine cuisine  
  Lodging  
 Excursions / Guided tours  
  Culture, art & heritage  
  Sustainable wine tourism  
  Celebrations

● YOUR REGISTRATION

**A** Registration fee

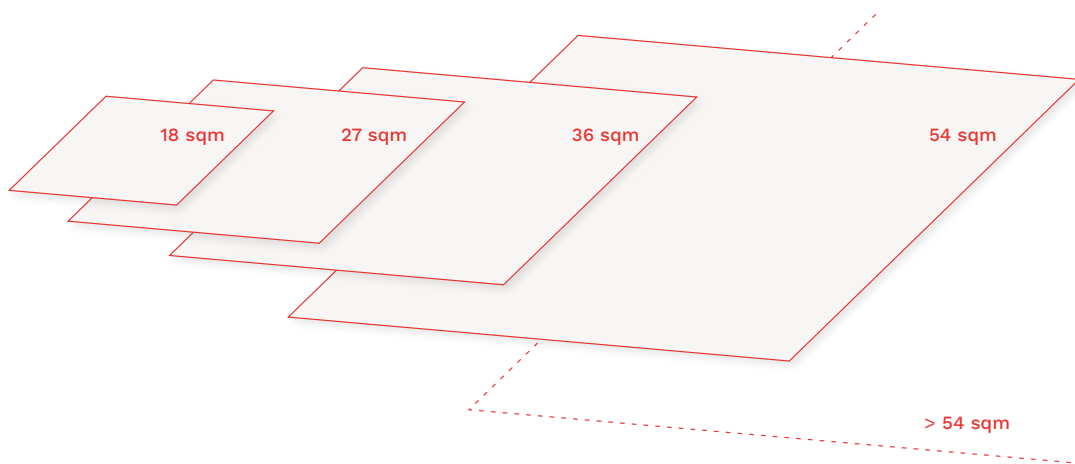
- The exhibitor package is required** for all exhibitors using the stand. 24-hour access to your online exhibitor page
- Management fees • Civil liability insurance • **3 exhibitor passes** per 9 m<sup>2</sup> of stand
  - **Company listing** in the show brochure, list of exhibitors, show maps and on the website
  - **A media kit** (logos and banners) to promote your attendance and advertise your solutions and services
  - **100 e-invitations** to send to your potential and existing customers and partners
  - **1 ticket to the welcome dinner** • **1 ticket to the gala dinner**

Sub-total **A** - number of company(ies) on the stand  x 520 € =  €HT



REGISTRATION FORM

B STANDS



STAND B ①

Bare stand - from 18 sqm

The stand includes the floor outline and surface area. Floor area must be reserved in multiples of 9 sqm. 3 sets of color to choose among : red carpet and brushed cotton / green carpet and brushed cotton / beige carpet and brushed cotton

Stand of :

- 18 sqm and/or 24 sqm = 2 or 3 sides
- 36 sqm = 3 or 4 sides
- Beyond 36 sqm = 3 or 4 sides

1 side	220 €/sqm	x	sqm	=	€ excl. taxes
2 sides	250 €/sqm	x	sqm	=	€ excl. taxes
3 sides	265 €/sqm	x	sqm	=	€ excl. taxes
4 sides	275 €/sqm	x	sqm	=	€ excl. taxes

Sub-total bare stand B ①

€ excl. taxes



## REGISTRATION FORM

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### B STANDS



Visuel non contractuel

### STAND B ②

#### Furnished stand: minimum 6 sqm

The stand includes the floor outline, surface area and stand furnishings. Floor area must be reserved in multiples of 3 sqm.

#### Description:

Wooden partitions / brushed cotton / Carpet / Sign featuring the company name and stand number / Daily cleaning (including set-up the day before opening) / One waste paper basket

#### Furnishings for:

<b>6 sqm</b> • 1 side	1 counter, 2 high stools, 1 etagere or 1 sideboard, 1 lighting track with 2-100 W spotlights, 1 16-amp socket, 1 three-way plug
<b>9 sqm</b> • 1 or 2 side(s)	1 counter, 3 high stools, 1 bar table, 1 etagere, 1 lighting track with 2-100 W spotlights, 1 16-amp socket, 1 three-way plug, 1 storage area with one door
<b>12 sqm</b> • 1 or 2 side(s)	1 counter, 4 high stools, 1 bar table, 1 etagere, 1 lighting track with 2-100 W spotlights, 1 3 KW box, 1 three-way plug, 1 storage area with one door
<b>18 sqm</b> • 2 or 3 sides	1 counter, 6 high stools, 2 bar tables, 1 etagere, 1 wooden cabinet, 2 lighting tracks with 3-100 W spotlights, 1 3 KW box, 1 three-way plug, 1 storage area with one door
<b>36 sqm</b> • 3 or 4 sides	1 counter, 8 high stools, 3 bar tables, 1 etagere, 1 wooden cabinet, 3 chairs + 1 table, 2 lighting tracks with 3-100 W spotlights, 1 3 KW box, 1 three-way plug, 1 storage area with one door

<b>1 side</b>	445 €/sqm	x	sqm	=	€ excl. taxes
<b>2 sides</b>	465 €/sqm	x	sqm	=	€ excl. taxes
<b>3 sides</b>	480 €/sqm	x	sqm	=	€ excl. taxes
<b>4 sides</b>	490 €/sqm	x	sqm	=	€ excl. taxes

Sub-total furnished stands B ②

€ excl. taxes



REGISTRATION FORM

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B STANDS



Visuel non contractuel

STAND B<sup>③</sup>

Discovery Offer / 4 sqm module

limited to 30 companies at the show, one module per exhibitor

Price 1780 € excl. taxes

Description:

1 common storage area for all exhibitors / Wooden partitions / Black brushed cotton / Black carpet / 1 lighting track with 2-100 W spotlights

- |                                   |                                   |
|-----------------------------------|-----------------------------------|
| <input type="radio"/> Furniture 1 | <input type="radio"/> Furniture 2 |
| • 1 counter                       | • 1 counter                       |
| • 2 high stools                   | • 2 high stools                   |
| • 1 etagere                       | • 1 sideboard                     |
| • 1 waste bin                     | • 1 waste bin                     |

Sub-total stand Discovery offer B<sup>③</sup>

module x 1780 € excl. taxes = € excl. taxes

Total

A + B<sup>①</sup>

A + B<sup>②</sup>

A + B<sup>③</sup>

Total registration fee before tax	€
+ 20% VAT (for companies subject to VAT)	€
<b>Total registration fee incl. all taxes</b>	<b>€</b>



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REGISTRATION FORM

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● **PAYMENT SCHEDULE**

Payment of the total amount in € incl. all taxes shall be made in accordance with the following terms:

- Down payment at time of registration: **30%**
- Second down payment: **40% before October 30, 2022**
- Balance: **30% to be paid no later than 30 days before the trade fair (02/12/2023)**

The corresponding invoices will be sent by regular mail.

The balance of the registration fee will be payable 15 days after its issue date, which will be on **January 12, 2023**.

Any registration submitted fewer than 30 days before the trade fair must be accompanied by payment for the full amount owed by the exhibitor.

Payment method

• **By check**

- Made out to Wine & Spirit - ITF
- To sent :  
WST  
28 rue Pasquier  
75008 Paris  
France

• **By bank transfer**

to the account of Wine & Spirit - ITF

Code Banque <b>10107</b>	Code Guichet <b>00130</b>	Code BIC <b>BREDFRPPXXX</b>
Numéro de compte <b>00513078446</b>		Clé <b>89</b>
Domiciliation : <b>BRED PARIS KLEBER</b>		
☎ <b>08 20 33 61 30</b>		
Numéro de compte bancaire international (IBAN) : <b>FR76 1010 7001 3000 5130 7844 689</b>		

The circles are boxes to check - mandatory:

- I declare that I have read the general terms and conditions of sale and agree to them without reservation.
- I, the undersigned Exhibitor, have been informed that my personal data is collected and processed by WINE & SPIRIT - ITF for the purposes of executing this agreement, complying with the Organizer's legal and regulatory obligations, improving its services and marketing.
- I am also aware that my personal data will be kept for a period of five years, and that I may contact WINE & SPIRIT - ITF (privacy@wst-fair.com) at any time to exercise my rights of access, rectification, erasure, objection or restriction of processing and portability.
- I expressly consent to such processing.

Date / /

Place

Signature

Registration form and payment to be sent:

- by mail > WST IF 28 rue Pasquier 75008 Paris / France
- by e-mail > sales@wst-fair.com



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## REGISTRATION FORM

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### ● GENERAL TERMS AND CONDITIONS OF SALE

- 1 – Purpose of the contract /** The Participation Contract frames the participation of the Exhibitor in the WINE & SPIRIT TOURISM International Trade Fair, hereinafter referred to as the Event, organized in Reims from March 12 to 14, 2023.
- 2 – Commitments of the Organizer /** The Organizer undertakes to provide the Exhibitor with a stand meeting the characteristics described in the special conditions. The Organizer may also undertake to supply ancillary products and services (e.g. fitting out the stand, supply of furniture, advertising, etc.), which are detailed and agreed upon in the special conditions or under the terms of appended agreements.
- 3 – Commitments of the Exhibitor /** The exhibitor undertakes to participate in the Event, in accordance with the conditions defined by the Organizer, and to pay the price set forth in the special conditions.
- 4 – Approval of the Exhibitor /** The Organizer alone decides on the nomenclature, i.e., the activities for which exhibitors are authorised to register. The Exhibitor's participation in the Event is thus subject to the Organizer's approval, issued among other things, based on the compatibility of the company, its products and services, and its communication, with the purpose of the event. The solvency or the pre-existence of disputes with the Exhibitor are also taken into account. Approval of the registration request is granted at the sole discretion of the Organizer. As registration is subject to the Organizer's approval, a duly finalized contract is not freely transferable by the Exhibitor.
- 5 – Formation of the contract /** The registration request is formalized by sending to the Organizer the general and special conditions, duly completed and signed, accompanied by the down payment. The contract is definitively formed when registration and collection of the down payment are confirmed. At the Organizer's initiative, these steps can be performed in a paperless manner, i.e., electronically.
- 6 – Organization of the Event / 6.1 –** The Organizer defines the place where the Event is held, the start and end date, as well as the opening hours, and its initial choices are subject to change. / **6.2 –** The Organizer defines the lay-out for the Event and consequently decides on the allocation of stands. Challenges to the initial placement proposal must be supported by objective reasons and sent to the Organizer by email within seven days of receipt, failing which the initial placement proposal will be deemed accepted. The initial placement proposal may be modified subsequently by the Organizer, both in terms of location and surface area (in the latter case, any potential discount may not exceed 20%). Except for a reduction in the surface area of the stand, which entails a corresponding reduction in the price of participation, it is expressly agreed that any change of location does not call into question the participation of the Exhibitor, has no impact on the price of participation and does not give rise to any right to compensation. / **6.3 –** The Organizer alone defines the communication plan for the Event. The Exhibitor therefore refrains from any communication relating to the Event that is not carried out under the Organizer's control and undertakes to use the tools and elements made available to it for this purpose. / **6.4 –** The Exhibitor authorizes the Organizer to take photographs or videos of its stand, its brands and its products, and to publish them both in France and abroad, in support of its advertising and promotional communications. / **6.5 –** The Organizer may substitute any person of its choice in the execution of the present contract.
- 7 – Exhibition terms and conditions / 7.1 –** The terms and conditions for the Exhibitor's occupation of the stand and presentation of its products and services are defined in the Exhibitor's Guide drawn up by the Organizer, which the Exhibitor undertakes to carefully follow. The Exhibitor is required to become acquainted with the legal and regulatory rules applicable to events open to the public, which it shall ensure are respected at its stand and in its vicinity. These rules concern, among other things, health, safety, fire prevention, health measures, as well as intellectual property, price advertising, consumer credit and, more generally, activities governed by consumer law. The Exhibitor shall declare and pay directly to SACEM all royalties relating to music played at its stand. The Organizer is in no way responsible for the broadcasting of audio-visual content by the Exhibitor. / **7.2 –** The Exhibitor undertakes to occupy and proceed with the definitive fitting out of its stand no later than the day before the Event opens to the public, and to occupy and host its stand at all times, for the duration of the Event. The Exhibitor undertakes to present only its own products and services, as identified on its application for approval. The Exhibitor is solely responsible for the compliance and lawfulness of the products and services it exhibits, and expressly guarantees the Organizer against any claims made against it by third parties. Subletting of the stand is prohibited. / **7.3 –** The Organizer is not liable for any damage caused to the owner of the site, the Exhibitor or third parties. Consequently, the Exhibitor is required to take out civil liability insurance with a company approved to conduct insurance business in France, covering rental risks and damage caused to third parties, including the owner of the site or the Organizer, up to a minimum of 1,000,000 euros and covering personal property and equipment, at least ten days before the start of the Event. The Exhibitor must provide proof of insurance to the Organizer as soon as it is requested by submitting a certificate of insurance specifying the coverage taken out. The Exhibitor expressly waives any recourse against the owner of the site or the Organizer for damage covered by its insurance, and undertakes to obtain the same waiver from its insurer, as soon as the insurance policy is taken out. The coverage will be specifically extended to the furniture and equipment provided by the Organizer or its partners, when these additional services have been agreed upon. / **7.4 –** At the end of the Event, the Exhibitor undertakes to return the stand empty and clean. Any furniture and equipment supplied must be returned in good condition. Any damage caused to the infrastructure, the stand or the furniture and equipment will be billed to the Exhibitor.
- 8 – Payment /** One-third of the price is payable upon registration as a down payment, 40% before October 30th, 2022, and the balance will be due ninety days before the Event and must be paid no later than thirty days before its start. The price is payable in full when the registration is submitted fewer than two months before the Event. Failure to pay by the due date will result in the payment of penalties equivalent to three times the legal interest rate, plus a fixed flat rate of 40 euros, without prejudice to compensation for costs incurred in a higher amount.
- 9 – Termination - penalty clause / 9.1 –** Failure to pay any sum owed by the Exhibitor on the due date shall result in termination of the contract, seven days after sending a formal notice that goes unheeded. The contract is terminated with immediate effect when the Exhibitor fails to pay the full price of its participation, in the case of registration confirmed less than one month before the start of the Event. The contract is terminated seven days after sending a formal notice that goes unheeded, in the event that the Exhibitor has, in any way whatsoever, expressed its intention to withdraw from the Event or to breach its obligations, whether they are formed under this contract or in the instructions given in the Exhibitor's Guide. This contract is terminated with immediate effect if the Exhibitor has not occupied its stand by the day before the Event or if it violates the rules governing its participation in the Event, whether they are formed under this contract or in the instructions given in the Exhibitor's Guide. / **9.2 –** The failure of the registered Exhibitor to participate in the Event, for any reason whatsoever, is damaging to the Organizer, with regard to the investments made, the promises made to visitors or the need to adapt the Event. Thus, in all cases of termination of the contract, the Exhibitor remains bound to pay the full price of its participation, plus 20%, and the Organizer shall retain all sums already paid. This agreement does not prevent the pursuit of more thorough compensation, if necessary.
- 10 – Cancellation - postponement / 10.1 –** The Organizer may cancel the Event when a case of force majeure occurs, as defined in Article 1218 of the French Civil Code, when accidental circumstances compromise the operation of the site, or when public order measures are taken, for example in the event of an epidemic, which compromise the holding of the Event. Cancellation under these circumstances entails cancellation of the contract and the return of sums already paid, and the parties waive all rights to any other compensation. / **10.2 –** When the impediment is temporary, the Organizer may postpone the Event to a later date. / **10.3 –** The entry into force of public health rules may cause the Organizer to renounce holding the Event in person, and to replace it with an electronic, online, or hybrid activity, adopting any format which it is free to define. / **10.4 –** In the cases described in Articles 10.2 and 10.3, the provisions of the present contract are fully executed according to the new schedule and conditions established by the Organizer, and the Exhibitor is prohibited from withdrawing from them. In particular, the Exhibitor remains bound by its participation and payment obligations, and the Organizer retains all sums paid.
- 11 – Personal data /** The Organizer collects and processes the personal data of the Exhibitor's representatives for the purpose of executing this contract, complying with the Organizer's legal and regulatory obligations, improving its services and marketing, to which the Exhibitor consents. The data is kept by the Organizer for a period of five years and the Exhibitor may at any time exercise its rights of access, rectification, deletion, opposition or limitation of processing and portability with the Organizer (privacy@wst-fair.com).
- 12 – General provisions /** The invalidity of any clause of this contract shall not affect the validity of its other clauses. This contract is governed by French law and its French version is the only authentic version. Any dispute arising out of this contract shall be referred to the Commercial Court of Paris.