

# Facts & Figures

# FORUM VINI 2017

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# INTERNATIONAL WINE FAIR MUNICH



## FORUM VINI

For over 30 years FORUM VINI has been an inspiration to its visitors. At one of the largest consumer wine shows in Germany national and international exhibitors present a wide range of products here every year in November. Since 2014 FORUM VINI has been hosted by MEININGER VERLAG.

## PORTFOLIO

- wines, sparkling wines and spirits
- regional and country-typical specialities
- Delicatessen and gourmet food
- wine magazines and books
- services from the catering, travelling and online sectors

## YOUR TARGET GROUP

At FORUM VINI you can expect a well-funded audience: A public with purchasing power, private customers and wine connoisseurs, professionals like wine dealers, restaurants, hotels, retailers and wholesalers, sommeliers.

## THE BENEFITS FOR YOU

- Presentation at southern Germany's leading wine fair
- High quality show event with high proportion of international exhibitors
- Professional seminar programme
- Direct sales for lucrative pre-Christmas trade
- More than 9,000 visitors interested in wine in only three days

## GENERAL INFORMATION



### DATE

10th till 12th November 2017 (Friday until Sunday)

### OPENING HOURS

Friday	10 Nov 2017	3-10 pm
Saturday	11 Nov 2017	1-9 pm
Sunday	12 Nov 2017	12-7 pm

At Saturday and Sunday, the fair hall is accessible for exhibitors from 11 am, at Friday for assembly at 8 am. Access is limited to exhibitor passes holders only.

### VENUE

Hall 4 MOC Munich  
Lilienthalallee 40  
80939 Munich

### ORGANIZER

MEININGER VERLAG GmbH, Maximilianstraße 7-17  
67433 Neustadt an der Weinstraße, Germany

## PRICE STAND RENTAL CHARGES



### PRICE AND RATES per sqm

You can customise the design of your stand; the basic equipment is included in the rental.

Row stand (1 side open):	Euro 177
Corner stand (2 sides open):	Euro 187
Two corner stand (3 sides open):	Euro 197

### EARLY BOOKING DISCOUNT

5 % early booking discount  
until 31st May 2017

### ALL RATES ARE FULLY INCLUSIVE

- Stand construction (rear and side walls)
- Power connection 1 kW
- Marketing flat rate (incl. exhibitor's entry in the catalogue and on website, entry in the FORUM VINI Special in Meiningers Weinwelt, entry in the product directory)
- Free registration of co-exhibitors
- Disposal of empties
- Free exhibitor passes commensurate with stand size
- 5 passes free of charge

### OPEN-AIR SITE ADDITIONALLY TO STAND IN HALL

Euro 65

### OPEN-AIR SITE, ONLY, WITHOUT STAND IN HALL

Euro 95

## PRICE STAND RENTAL CHARGES



### JOINT STAND AUSTRIA

All-round service for Austrian vineyards. The entire infrastructure is in place, so that the preparation of the stand is primarily limited to delivery of goods and provision of stand personnel.

Service/Partner: proportionate area with counter, bar stool, 1/2 bottle refrigerator, stowage, carpet, exhibitor's entry in the catalogue and on website,, 2 free exhibitor passes, hire glasses (two racks, universal glass).

**Price/Partner: Euro 1,090 plus German VAT**  
(Euro 995 plus German VAT and Euro 95.00 for glass service)

**Early booking discount: Price/Partner: Euro 975 plus German VAT**  
(Euro 895 plus German VAT and Euro 95 for glass service)

### JOINT STAND

All-round service for your producers. The entire infrastructure is in place, so that the preparation of the stand is primarily limited to delivery of goods and provision of stand personnel.

Service/Producer: hall space, carpet, incl. stowage, cooling option, furnishings, glass service, stand cleaning during the exhibition, Power connection, Marketing flat rate (incl. exhibitor's entry in the catalogue and on website, entry in the FORUM VINI Special Meiningers Weinwelt, entry in the product directory), ice service, disposal of the empty packaging, free seminar place at FORUM VINI framework program to present your products.

→ Are you interested in a joint stand?

Do not hesitate to contact us, we are pleased to advise you personally:  
Laura Keller, [keller@forum-vini.de](mailto:keller@forum-vini.de), Tel. 0049 (0)6321 8908 195

## PRICE, STAND RENTAL & CHARGES



### COMPULSORY CHARGES EXHIBITOR

The following costs shall be charged in addition to the rent for the flat-rate charge for glass service. At charge of Euro 95 plus German VAT, each exhibitor will be supplied with two racks of rental universal glasses. The exhibitor will receive 2 racks of universal glasses unique per day at the booth. These glasses will only be picked up and washed every evening after the show. Furthermore each visitor is given the official wine-tasting glass at the entrance (= universal glass) for a deposit. The visitor could exchange the glass at the exhibitors' stand for a clean universal glass only if required.

### STAND CLEANING

You can book the stand cleaning within your exhibitor-service

- First cleaning after assembly: Euro 1.70 /sqm
- Each further cleaning: Euro 0.60 /sqm per cleaning

All prices are quoted before value added tax. Please note the minimum invoice amount of Euro 35.

### CO-EXHIBITORS

The accommodation of co-exhibitors is possible without additional charges, but is subject to the admission by the organizer of the co-exhibitor. At least 3 sqm must be available for each participant.

### GENERAL CONDITIONS OF ATTENDANCE

Participating at FORUM VINI is only allowed for companies, which agree the nomenclature of the fair (see conditions of attendance, version 15<sup>th</sup> Jan 2017)

### EARLY BOOKING DISCOUNT

5 % early booking discount until 31<sup>st</sup> May 2017

### FINAL REGISTRATION

15th September 2017

# ASSEMBLY DISASSEMBLY ARRIVAL

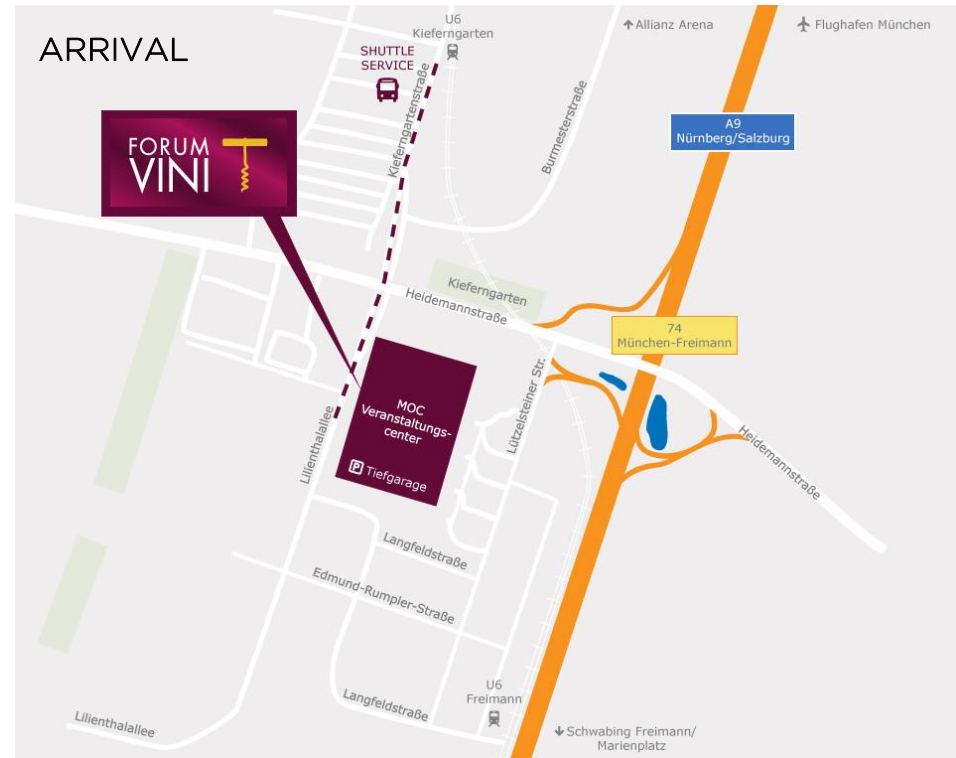


## ASSEMBLY

Thursday, 9th Nov 2017 10 am-10 pm  
Friday, 10th Nov 2017 8 am-12 pm

## DISASSEMBLY

Sunday, 12th Nov 2017 from 7 pm



The map illustrates your arrival to FORUM VINI. The marked shuttles-service exclusively for your visitors, starting from the station "U6 Kieferngarten", is valid for every exhibition day.

# STAND CONSTRUCTION DESIGN



## STAND CONSTRUCTION & DESIGN

The design of the stands lies with the exhibitor at his expense. The stand area must conform to the overall plan of the exhibition. All the materials used for the assembly of the stand must be anti-inflammable and must conform to the statutory provisions prescribed by the (relevant current version of the) German Fire Prevention Regulation (Brandschutzordnung).

The floors, hall walls and pillars, and any fixtures, especially including installations and fire fighting facilities, may not be worked in any case and must be accessible at any time.

## STAND HEIGHT

The standard measure of the stall height is 2.50 meters as a maximum. Exceeding the height limitation for stand walls is subject to the consent of the organizer.

## APPROVAL ON SITE

The relevant documents shall be sent to the exhibitor approximately six weeks prior to the commencement of the exhibition.



## STAND CONSTRUCTION DESIGN



### **ELECTRICITY CONNECTIONS**

Should additional power connections be required (1 kW per stand already included in the price), this can be added in the exhibitor service. The connection of installations to utility services shall only be undertaken by those companies authorised by the organizer.

### **EXHIBITION BUSINESS**

The exhibitor is entitled to make sales and to take in orders for his approved products.

The permission of sales does not apply to the sale of beverages and food for immediate consumption on site. The delivery of beverages and food for immediate consumption on site must only be made in the form of samples and free of charge.

### **VOLUME AT THE STAND**

Acceptable volume up to the own boundary: max. 70 decibel

Meininger Verlag may in severe cases exercise its right of control in order to prohibit the demonstration of noisy devices, the operation of loud speaker systems, and the presentation of music and images should an amicable solution with other affected exhibitors prove impossible.

## PASSES FREE TICKETS



### EXHIBITOR PASSES

The passes authorized the access to the exhibition area only on the days of assembly as well as on every exhibition day. The passes are intended for use only by the exhibitors and their exhibition staff and agents.

Up to 10 sqm	4 passes
Up to 15 sqm	6 passes
Each additional 10 sqm	2 passes

The number of free exhibitor's passes shall not be increased by the accommodation of co-exhibitors. Any additional required passes may be purchased at a price of Euro 34 (plus German VAT) each.

### FREE TICKETS FOR EXHIBITORS

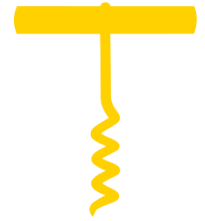
Each exhibitor receives 5 free tickets as a gift from the organizer for their customers. Tickets are valid for a unique free entrance to the fair. The number of free tickets shall not be increased by the accommodation of co-exhibitors.

For the personal invitation of customers, exhibitors have the opportunity to order guest tickets (green or red). The order is free of charge, only redeemed vouchers will be recharged to the exhibitor after the fair.

We offer two opportunities to give your customers exclusive access to the FORUM VINI. With the red guest tickets you allow your customers a reduced entry, with the green guest tickets an entry once free of charge. The price per voucher is graded. Depending on the number of ordered vouchers, the price per voucher will be reduced. Only redeemed guest tickets will be charged.

# ADVERTISING FOR YOUR SHOW APPEARANCE

# FORUM VINI



## OUR MARKETING SERVICES FOR YOU

- FORUM VINI Special with all the exhibitors in Meiningers Weinwelt
- Advertisements in trade press and daily papers
- Billboard campaign in the greater Munich area
- Online advertising via banner at selected websides
- Direct mailing to consumers interested in wine, wine retailers and restauran
- Advertisements via visitor newsletters and social media marketing
- Attractive prize draw and give-aways
- Pre-sale promotion with München Ticket
- Targeted press releases



## CONTACT



### STAND, MARKETING, SPECIAL EVENTS

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