

Call for participation

16th edition of “VINER FRA SPANIA” – February 7th, 2022

EXCLUSIVELY FOR SPANISH WINES COMMERCIALIZED IN THE NORWEGIAN MARKET

ICEX España Exportación e Inversiones, E.P.E (from now on ICEX) in collaboration with the Economic and Commercial Office of the Embassy of Spain in Oslo is organizing the 16th edition of the Spanish Wine fair “VINER FRA SPANIA”. Target visitors will include industry professionals from Vinmonopolet, hotels and restaurant (HORECA), sommeliers, wine journalists and up to 200 members of wine clubs. The purpose of this activity is to highlight and promote the quality and great variety of Spanish wine available in the Norwegian market (Vinmonopolet, Horeca, etc.).

This call for participation is open exclusively to **Norwegian importers with Spanish wine in their portfolio.**

The wine market in Norway depends almost exclusively on Vinmonopolet, the government-owned alcoholic beverage retailer. Its market share is practically 88% of the total wine sales. To get a wine in the shelf of Vinmonopolet is decisive to the success of the product on the Norwegian market. Other alternatives to Vinmonopolet is Horeca (Hotels and Restaurants) and the duty free shops.

The wine market in Norway has undergone a significant development in recent years. The consumption of wine has been included within the Norwegian habits and is getting more and more popular among the population. This is a positive sign for the Spanish exporter.

Spain is one of the top three wine supplier countries in Norway, along with Italy and France, ranking in the third position in volume and value imported. In 2020 Norway imported wine from Spain for a total amount 11 million litres for an amount of 411 million NOK. These values reflect and increase compared with the figure of the previous year.

This event is an opportunity to discover new releases, explore Spanish wine regions and styles and dive deeper into Spain’s incredible wine diversity.

1. DESCRIPTION OF THE ACTIVITY

“Viner fra Spania” is an event to learn about the great diversity of Spanish wines found in Norway and a framework to establish and strengthen contacts with professionals of the wine market.

It’s expected an assistance of more than 100 professionals of the wine sector in Norway. It will also welcome the participation of Aperitif magazine and around 200 members of wine clubs.

Date: Monday, February 7, 2022

Format: On-site. Located in the heart of Kvadraturen, the event house **Sentralen** is Norway's oldest saving bank building. In order to follow the public health advice related to the COVID pandemic and respect space capacity restrictions, **the event will be divided into three sessions:**

- From 3:00 pm to 5:00 pm: Tasting for HORECA; wine journalists and wine bloggers.
- From 5:00 pm to 6:30 pm: Tasting for Vinmonopolet
- From 7:00 pm to 9:00 pm: Tasting for wine clubs

Duration: six hours in the afternoon (3:00 pm to 9:00 pm).

Online exhibitor brochure: once selected, the importer will receive instructions to send to ICEX and to the Economic and Commercial Office of the Embassy of Spain in Oslo, the information of the wines that will be exhibited at the fair, as well as other information that may be required.

2. EXHIBITOR REQUIREMENTS AND SELECTION CRITERIA

Requirements:

- All wines to be present at the fair must be Spanish and must have an **officially approved Norwegian wine importer**. The wine must be produced in Spanish quality wine regions.
- Wines must have a minimum price of 100 NOK in Vinmonopolet
- This call for participation is open for red wine, white wine, sparkling and fortified wines.

Selection criteria:

ICEX and the Economic and Commercial Office of the Embassy of Spain in Oslo reserve the right to select the participants based on the following criteria:

- Meet the requirements mentioned above.
- Only applications from Norwegian importers who **have properly completed the application form and send a copy of the bank transference before the deadline** indicated in this call for participation will be considered (see point 5 and 6). Therefore, any registration that is not complete within the deadline will not be considered.

Norwegian importers must fully fill out the attached application form and proceed to pay the corresponding fee.

The registration is considered complete when:

- The registration form is fully completed with all the information required, among others, the details of the wine to be exhibited (name, producer, price in Vinmonopolet...)
- The payment of the fee is made (see point 5 and 6). The receipt of the bank transfer must be attached to the registration form.

Any application which does not provide this information will not be accepted.

- It will be valued to achieve a balance between the wine regions, as well as the representation of the types of wines.
- Priority will be given to importers participating for the first time in the wine fair and meeting all requirements, and for importers that represent new wineries.
- It will be prioritized the participation of importers who submit one or more sustainable produced or organic Spanish wines. This information must be included in the registration form.
- Due to space limits, it may be taken into account the order of registration after analysing that the importer meet the requirement mention in the previous points.

The Spanish Economic and Commercial Office in Oslo will notify the importer of its admission or non-acceptance before **November 15th 2021**.

The importer that does not meet the requirements and conditions of participation will be disqualified and will not be able to take part in this event.

The importer that has not been selected in the first place and meet the requirements will be put on a waiting list in case any cancellation take place.

3. PARTICIPATION FEE

The fee to participate with **one table** is 270 EUR.

It is **allowed the participation with double table**. The price is 540 EUR (5.428 NOK). However, since Sentralen can hold a limited number of 35 tables, if the number of registered importers is more than the number of tables available, the number of double tables may be limited.

To **officially book a table**, please follow the instructions indicated in point 6.

Registered companies who renounce to participate close to the date of the activity will lose 100% of the paid fee. Only under extraordinary circumstances, ICEX reserves the right to assess the reasons presented by the importer and, accordingly, return a percentage of the amount paid.

In the event of cancellation or delay of the event "VINER FRA SPANIA" due to Covid-19 related measures, the organizers will proceed to refund the fees previously paid by the importer.

In the event of cancellation of the activity organized by ICEX due to force majeure, the organizer will not be responsible for possible damages that the cancellation may cause to the company. This will be communicated with sufficient time prior to the scheduled date of celebration of the event.

ICEX reserves the right not to select as participant or unilaterally cancel the participation of an importer that has previously been accepted if it becomes aware of business malpractice or fraudulent activities that could damage the sector and image of the country. If such company has already paid the fee, ICEX will assess the expenses incurred to that moment and the possible refund of a percentage of the fee.

After the deadline date, ICEX may need to request more information from those companies with incomplete application forms.

ICEX and the Spanish Economic and Commercial Office in Oslo reserve the right to limit the maximum number of products to be presented per table.

4. PARTICIPATION CONDITIONS

The registration fee entitles you to:

- ✓ Organization of the event
- ✓ Promotion of the event and invitation to professionals
- ✓ Online brochure with contact details of the participants and their wines
- ✓ Promotion of the event through the website www.foodwinesfromspain.com and the social media profiles.
- ✓ Inclusion of the logo and/or image in the material that may be needed for the event.

Importers that are registered will be responsible for:

- ✓ Sending the information of the wine that will be submitted (e.g. Technical information or graphic material such as logos, images, etc.)
- ✓ Good presentation of the exhibited table, with the reference registerer in the registration form. ICEX and the Spanish Economic and Commercial Office in Oslo reserves the right to limit the maximum number of references to be submitted per table.

The application to participate contains the acceptance of the participation conditions established therein and the duty to act in accordance with them.

5. DEADLINE FOR REGISTRATION

Registration and payment deadline is at 11:59 p.m. on Friday, October 29th 2021.

If the minimum number of participating companies doesn't reach the required amount after the deadline date, the registration period may be extended until November 12th 2021.

6. REGISTRATION PROCESS AND PAYMENT

To formalize your registration, the importer must:

1. Fill in the attached registration form

Pay the fee before 11.59 p.m. on Friday, October 29th 2021 by bank transfer to the following bank account in the name of ICEX:

IBAN: ES48 0182 2370 4300 1429 0099 SWIFT: BBVAESMMXXX

Concept: FI VINOS NORUEGA 2022

Bank fees for international payments shall be borne by the Importer.

2. Send before 11.59 p.m. October 29th the registration form and the receipt of the payment to the three following email address:



ICEX España
Exportación
e Inversiones



Natalie.medina@comercio.mineco.es

oslo@comercio.mineco.es

vinos.espana.ferias@icex.es

In the event that, after the deadline, there are not enough registrations, as indicated in point 5. it will be considered to extend the period for new registrations.

In the days after the deadline and no later than November 15th, ICEX and the Economic and Commercial Office of Spain in Oslo will inform the importers of their selection or non-admission to the event.

It is essential to comply with the deadline established for sending the registration form and the receipt of the payment.

Any breach of the participation conditions may be a reason for exclusion in the event.

As indicated in point 3., the importer that, after receiving the communication of the admission to the event and having paid, renounce to participate and communicate it to the office in the date close to the event date will lose 100% of the registration fee.

It is not allowed to make a registration on one's name and make the payment on the name of another company, even if it is from the same group.

7. INFORMATION

For further information, please contact us at:

Economic and Commercial Office in Oslo:

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María Naranjo Crespo
Director for Food Industry

ICEX promotes the Spanish wine sector with the brand 

DATA PROTECTION

In accordance with the provisions of the Organic Act 3/2018 of December 5, on the protection of personal data and guarantee of digital rights and Regulation 2016/679 of the European Parliament and of the Council of April 27, 2016, regarding the protection of natural persons with regard to the processing of personal data and the free circulation of this information, we inform of the following:

- 1.- *In accordance with the provisions of the aforementioned regulations, ICEX has a Data Protection Policy. For these purposes, the collection and automated processing of personal data requested through this procedure is for the purpose of managing your participation in the activity organized by ICEX. Your details will be included in the register for the treatment of ICEX's activities to process your request.*
- 2.- *That you are required to provide the data requested by ICEX, implying that the refusal to do so, the impossibility of participating in this activity.*
- 3.- *That you give your consent for the processing of your personal data by ICEX for the aforementioned purpose.*
- 4.- *That once the management of your participation in the activity organized by ICEX is completed, ICEX will keep your data for the legally required period to comply with legal obligations, without prejudice to the rights that you may exercise, at any time, in accordance with the provisions of the following point.*
- 5.- *That under no circumstance will ICEX use personal data collected for purposes other than those mentioned above. Likewise, the interested party declares that all the data provided by him are true and correct and undertakes to notify ICEX of any changes.*
- 6.- *That you have the right to oppose the processing of any of your personal details that are not essential for the celebration of the activity and their use for any other purpose. At any time, you may exercise your rights of access, rectification, deletion, opposition, limitation of their treatment and portability, when such rights are applicable, through written communication to the email address of our Data Protection Delegate delegadoprotecciondatos@icex.es providing a photocopy of your ID or equivalent document and specifying your request.*

That, likewise, if you consider that your data has been treated improperly, you will have the right to file a claim with the Spanish Agency for Data Protection (C / Jorge Juan, 6. 28001- Madrid www.agpd.es) before our Data Protection Delegate