

## **DO YOU GROW OR BUY WINE GRAPES, AND MAKE WINE FROM IT?**

Vinpro represents 2 500 South African wine grape producers, cellars and wine-related businesses, while providing strategic direction, rendering specialised services and driving people development.

### **AS A VINPRO CELLAR MEMBER YOU ...**

- 1 Can focus on growing your business, while we level the playing field.**

Vinpro oversees the strategic investment of statutory levies by advocating on behalf of its members on legislative, trade, socio-economic and technical issues through liaison with Government, civil society and industry. This includes positioning comments and actions on issues such as excise duties, liquor advertising and free trade agreements.
- 2 Are kept updated on industry news, trends & technical innovation.**

Receive the monthly *WineLand* magazine, notifications of pertinent issues and dates, as well as discount on selected events such as the Nedbank Vinpro Information Day in January. Cellars receive specialised business intelligence in the form of:

  - A monthly Snap Shot e-mail of industry indicators, e.g exports, domestic sales and exchange rates.
  - A monthly Cellar Update e-mail serving as an environmental scan of trade, legislative, tourism, energy efficiency and other issues that have an effect on wine businesses.
- 3 Gain access to a full spectrum of services & products, from soil to glass.**

From GIS maps and soil science and viticulture consultation to quality vine plant material, agricultural economic assistance, BEE advice, IT business management software and coordination of wine tourism. Cellars will benefit most from:

  - Consultation on long-term planning based on block and production data (member discount)
    - Feasibility studies and cash flow analyses (member discount)
      - Receiving advice on how to optimally implement black economic empowerment (free)
        - Using the WineMS software to capture and manage cellar data for smart decision-making.
- 4 Are part of a network of industry expertise.**

Vinpro works closely with industry business units WOSA, SAWIS and Winetech, as well as other wine-related institutions, technical groups and associations. If we can't help, we know who can.
- 5 Are rewarded for practising and promoting ethical trade.**

Vinpro members receive a subsidy from the Vinpro Foundation on completion of specific ethical trade audits. The Vinpro Foundation contributes to vineyard worker training, boosting productivity, and funds and supports further development.

## WHO CAN BECOME A VINPRO MEMBER?

Vinpro has four membership categories, of which two are applicable to cellars, namely Wine Grape and Wine Producers, and Wine Processors:

### 1 WINE GRAPE PRODUCER

Produce at least 5 tons of wine grapes and deliver it to a cellar for the production of wine, spirits or juice, as a SAWIS member.

**Application fee:** None before 30 June 2018.

**Annual fee:** Under consideration from 2019.

### 2 WINE GRAPE & WINE PRODUCER

Produce at least 5 tons of wine grapes and make wine from it for marketing purposes, as a SAWIS member.

**Application fee:** None.

**Annual fee:** R/ton of wine grapes harvested, invoiced in October (see p 3).

### 3 WINE PROCESSOR

Process at least 5 (five) tons of wine grapes to make wine, spirits or juice, as a SAWIS member.

**Application fee:** None.

**Annual fee:** R/ton of wine grapes processed, invoiced in October (see p 3).

### 4 ASSOCIATED

Partners in the grape and wine supply chain, e.g. viticulturist, winemaker, farm manager, researcher, cultivar association, supplier or financial institution. No SAWIS membership required.

**Application fee:** None.

**Annual fee:** R575 (VAT incl).

New applications are approved monthly by the Vinpro board, and ratified in Feb, Apr, Jun, Aug & Nov.

## YOU'RE INTERESTED, NOW WHAT?

Visit [www.vinpro.co.za](http://www.vinpro.co.za) to apply online on the Become a Member page, or contact:

Tel: 021 276 0458

E-mail: [member@vinpro.co.za](mailto:member@vinpro.co.za)

## ANNUAL MEMBERSHIP FEE: WINE GRAPE & WINE PRODUCERS / WINE PROCESSORS

The average gross harvested tonnage (actual on the scale) in the past seasons serves as a basis for any and all calculations.

A sliding scale, linked to specific ranges (tonnage intervals) applies – see the table below.

The membership fee is payable in two equal instalments – respectively annually in October and November – and excludes VAT.

In order to remain independent and ensure confidentiality, SAWIS has been tasked to determine the average gross tonnage per cellar, apply the respective values and verify the calculations of the specific ranges.

Only the end result will be shared with Vinpro, in order to finalise the invoicing and administrative process.

The annual fee revision will be based on the VPIX at the time, and subject to final approval by the Vinpro board.

### FEE STRUCTURE R/TON

Range	From	To <	Rand/Gross Ton (excl VAT)
1	1	500	598.04 minimum
2	500	1 000	3.35
3	1 000	2 500	3.11
4	2 500	5 000	2.87
5	5 000	10 000	2.57
6	10 000	20 000	2.21
7	20 000	30 000	2.03
8	30 000	40 000	1.97
9	40 000	50 000	1.91
10	50 000	75 000	1.44
11	75 000	100 000	1.20
12	>=	100 000	0.90

\* Valid until 30 June 2018.

## MAKE THAT DISTINCTION

**WE WANT OUR MEMBERS TO THRIVE. AS A VINPRO MEMBER YOU GET THE FOLLOWING BENEFITS:**

All prices exclude VAT of 15%, and are valid until 30 June 2018.

Fee structure is a guideline, contact us for a custom-made quotation.

BENEFIT	WINE GRAPE PRODUCER	WINE GRAPE & WINE PRODUCER (Private Cellar or Wine Estate)	WINE PROCESSOR (Producer Cellar)	ASSOCIATED MEMBER	NON-MEMBER
<b>PUBLICATIONS, NOTICES, EVENTS &amp; PRESENTATIONS</b>					
WineLand Magazine (monthly)	INCLUDED	INCLUDED	INCLUDED	INCLUDED	R425/annum
Vinpro Cost Guide (annually)	INCLUDED	INCLUDED	INCLUDED	INCLUDED	NO ACCESS
Press releases, information packs and other strategic information (technical, business, legislation, etc).	INCLUDED	INCLUDED	INCLUDED	INCLUDED	NO ACCESS
Snap Shot Industry Indicator e-mail (monthly): exchange rates, dam levels, exports, domestic sales, etc.	INCLUDED	INCLUDED	INCLUDED	INCLUDED	NO ACCESS
Cellar Update e-mail (monthly): environmental scan for strategic decision-making.	NO ACCESS	INCLUDED	INCLUDED	NO ACCESS	NO ACCESS
Notifications of important events, such as technical workshops, seminars, information days, training sessions, etc.	INCLUDED	INCLUDED	INCLUDED	INCLUDED	ACCESS
Nedbank Vinpro Information Day	R300 member discount (2 person limit)	R300 member discount (2 person limit)	R300 member discount (2 person limit)	R300 member discount (1 person limit)	FULL PRICE
Presentations: technical, economic, strategic, industry overview, etc.	Quote on request	Quote on request	Quote on request	Quote on request	Quote on request

BENEFIT	WINE GRAPE PRODUCER	WINE GRAPE & WINE PRODUCER (Private Cellar or Wine Estate)	WINE PROCESSOR (Producer Cellar)	ASSOCIATED MEMBER	NON-MEMBER
<b>SERVICES</b>					
<b>SOIL SCIENCE, GIS &amp; VITICULTURE</b>					
Ad hoc consultation	R820/hour	R820/hour	R820/hour	R820/hour	R1 000/hour
<b>Contracts</b>					
Contract 1: 0.5 days/month	R805/hour R3 220/month	R805/hour R3 220/month	R805/hour R3 220/month	R805/hour R3 220/month	R1 000/hour R4 000/month
Contract 2: 0.5 days/month plus 12 hours ad hoc	R785/hour R3925/month	R785/hour R3925/month	R785/hour R3925/month	R785/hour R3925/month	R1 000/hour R5 000/month
Contract 3: 1 day/month	R755/hour R5 663/month	R755/hour R5 663/month	R755/hour R5 663/month	R755/hour R5 663/month	R1 000/hour R7 500/month
Contract 4: 2 days/month	R720/hour R10 800/month	R720/hour R10 800/month	R720/hour R10 800/month	R720/hour R10 800/month	R1 000/hour R15 000/month
Contract 5: 4 days/month	R700/hour R21 000/month	R700/hour R21 000/month	R700/hour R21 000/month	R700/hour R21 000/month	R1 000/hour R30 000/month
Inclusion of external viticulturist in consultation network	R525/month	R525/month	R525/month	R525/month	NO ACCESS
<b>AGRICULTURAL ECONOMICS</b>					
Ad hoc consultation	R950/hour	R950/hour	R950/hour	R950/hour	R1 045/hour
In court appearances	R1 045/hour	R1 045/hour	R1 045/hour	R1 045/hour	R1 150/hour
Damage assessments per study	R3 800 – R6 650	R3 800 – R6 650	R3 800 – R6 650	R3 800 – R6 650	R4 600 – R8 050
Feasibility assessments per study	R11 400 – R19 000	R11 400 – R19 000	R11 400 – R19 000	R11 400 – R19 000	R12 540 – R20 900
Rental calculation per case	R7 600	R7 600	R7 600	R7 600	R8 360
Basic feasibility live model	R5 000	R5 000	R5 000	R5 000	R5 500
Establishment calculations	R475	R475	R475	R475	R1 045
Harvest machine running costs	R475	R475	R475	R475	R1 045
Cash-flow PDF	R475	R475	R475	R475	R1 045
Participation in Production Plan Survey	INCLUDED	INCLUDED	INCLUDED	INCLUDED	ACCESS
<b>TRANSFORMATION &amp; DEVELOPMENT</b>					
Advice to address BEE scorecard gaps.	INCLUDED	INCLUDED	INCLUDED	INCLUDED	NO ACCESS
BEE Linkages co-ordination between BEE businesses and commercial companies.	INCLUDED	INCLUDED	INCLUDED	INCLUDED	ACCESS
Advice on available BEE funding and application processes.	Quote on request	Quote on request	Quote on request	Quote on request	NO ACCESS

BENEFIT	WINE GRAPE PRODUCER	WINE GRAPE & WINE PRODUCER (Private Cellar or Wine Estate)	WINE PROCESSOR (Producer Cellar)	ASSOCIATED MEMBER	NON-MEMBER
<b>OTHER</b>					
<b>ETHICAL TRADE (funded by Vinpro Foundation*)</b>					
Subsidy on completion of first WIETA audit.	R2 500	R2 500	R2 500	R 2 500	NO ACCESS
Subsidy on completion of second WIETA audit.	R1 250	R1 250	R1 250	R1 250	NO ACCESS

\* The Vinpro Foundation is an independent entity that funds and supports the development of people, broad-based throughout the industry.

## CONTACT US

WHETHER YOU'RE INTERESTED IN MEMBERSHIP OR WOULD LIKE TO USE OUR PRODUCTS OR SERVICES, WE'D LIKE TO HEAR FROM YOU.

**GENERAL:** 021 276 0429  
info@vinpro.co.za  
Cecilia Street, Suider Paarl, 7646  
www.vinpro.co.za

### HOTLINES:

**Membership:** 021 276 0458

**Viticulture:** 021 276 0432  
**Breedekloof:** 083 455 5194  
**Robertson/Klein Karoo:** 083 455 5193  
**Olifants River:** 072 152 4028  
**Paarl/Swartland:** 083 455 5192  
**Stellenbosch:** 082 804 0422  
**Worcester:** 083 455 5191

**Vititec:** 021 276 0469

**Soil Science & GIS:** 021 276 0432  
**Wine Business/Cellars:** 021 276 0429  
**Agricultural Economics:** 021 276 0429  
**BEE & Transformation:** 021 276 0455  
**WineLand Media:** 021 276 0458  
**Wine Tourism:** 021 276 0429

**WineMS:** 021 276 0487

