

DO YOU GROW WINE GRAPES AND/OR DELIVER IT TO A CELLAR?

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 WINE GRAPE PRODUCER 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 land reform, infrastructure development, excise duties and liquor legislation.
- 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. Wine grape producers specifically receive:

 - Notifications to technology transfer opportunities such as technical information days and workshops.
 - Information packs on relevant viticultural themes, e.g. best irrigation practices during drought conditions.
- 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. Wine grape producers will benefit most from:

 - Soil surveys and GIS mapping of vineyard blocks to align practices with terroir (member discount)
 - Advice on establishing and managing a vineyard according to the wine goal (member discount)
 - Feasibility studies and cash flow analyses (member discount)
 - Receiving advice on how to optimally implement black economic empowerment (free).
- 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 one is applicable to Wine Grape Producers:

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: R500 (VAT incl).

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.

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.

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 to apply online on the Become a Member page, or contact:

Tel: 021 276 0458

E-mail: member@vinpro.co.za.

MAKE THAT DISTINCTION

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

All prices exclude VAT of 15%.

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
PUBLICATIONS, NOTICES, EVENTS & PRESENTATIONS					
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
SERVICES					
SOIL SCIENCE, GIS & VITICULTURE					
Ad hoc consultation	R820/hour	R820/hour	R820/hour	R820/hour	R1 000/hour
Contracts					
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
AGRICULTURAL ECONOMICS					
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
TRANSFORMATION & DEVELOPMENT					
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
OTHER					
ETHICAL TRADE (funded by Vinpro Foundation*)					
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

