

Divine Intervention

Hi All

Divine Intervention and Harbour House Management will be conducting it's annual blind tasting wine review for **The Harbour House Group** of restaurants 2017/2018 wine list. The Group consists of the following brands:



3 stores



6 stores



HARBOUR HOUSE
RESTAURANT

3 stores



2 stores

We have sent out an internal invitation to The Harbour House Management team to be part of this Blind Tasting process of which there will be 12 knowledgeable individuals on the panel.

All wines will need to be tasted whether you are on an existing wine list or not. We are confident that approximately 30 - 50% of currently listed wines will remain but please note that a renewal fee will be applicable. There are new openings for changes and additions and we will be reviewing entry, mid range, premium and super premium wine options.

FOR EXAMPLE: If you wish to be considered on the La Parada wine list - it would be listing a listing at all 3 stores - (all or nothing per brand).

	Trade Price incl VAT
Entry Level	30 - 50
Mid Range	51 - 80
Premium	81 - 120
Super Premium	121+

LISTING FEE'S PER BRAND (Excl POS materials)

IMPORTANT - PLEASE NOTE - We are conducting all 4 brands tasting at once and if successful you will be listed in all relevant brand stores (Existing stores only)

NOTE - We will be doing an additional small exclusive "black board" demographic/location wine list at some stores. For example, Stellenbosch Tigers Milk due to its location in the heart of the winelands.

We have come up with a formula to make the listing fee process as fair as possible based on the percentage of sales from last year in each cultivar. The attached listing fees will apply (by the bottle and by the glass)

Please note that our **wines by the glass** are approximately double **by the bottle** sales and are therefore charged accordingly. We are asking for the same listing fee amount total for **The Harbour House Group** as last year - we have just waited the pricing in a much fairer way based on volume sales (not requesting any stock deals).

[Please find attached document - Listing fee Breakdown - The Harbour House Group wine list 2017/2018.](#)

DATES FOR BLIND TASTINGS

BUBBLES & SAUVIGNON BLANC – Monday 5th June
WHITES & ROSE blind tasting – Tuesday 6th June
REDS blind tasting - Monday 12th June

Please email a list of your wine for consideration including **TRADE PRICE (incl VAT)** to **Claire@divineintervention.co.za** by **Monday 22nd May**, whereby I will inform you by **COB Wednesday 24th May** which samples we would like you to submit and have delivered by **COB Tuesday 30th May**.

When submitting your sample list and having reviewed the relevant listing fees – Please let us know which of The Harbour House Group brands you are submitting your wines for.

EXAMPLE

Wines to be considered	Harbour House		Tigers Milk		La Parada		Live Bait	
	Glass	Bottle	Glass	Bottle	Glass	Bottle	Glass	Bottle
Durbanville Hills Sauvignon Blanc	X	X	X	X		X		X
Rhinofields Merlot		X	X	X	X	X		
Durbanville Hills Cabernet Sauvignon	X	X				X		X

***Note if you wish to be considered by the glass and do not make that listing – we may offer an opportunity by the bottle with relevant listing fee.**

New menu lists are intended to be live by latest July 2017.

For any questions or queries please email Claire@divineintervention.co.za or call 079 413 3679 or alternatively contact Shaun on 082 416 4106

Regards Claire & Shaun

Divine Intervention