

## Applications General

All applications must be done online via our website ([www.kamersvol.com](http://www.kamersvol.com)). Once your application has been submitted successfully, you will receive an automated email confirming the application has been logged. Please note that slow internet connections or heavy traffic on the site might prohibit you from submitting – please retry later.

The submission of your application does not mean that you have been selected to take part in KAMERS, please read below information on how the process works.

All applications have to be done online – emails and faxes will not be entered into the system.

## Selection process (in short)

Applications are submitted, within the given time, via our website. Only after applications has closed does the first round of selections start - which is done by looking at your online application and photos. At this point you will not have heard from us yet, but don't stress! Once **all** applications have gone through the first round we will communicate with you. If you are selected to go through to the second round, you will be asked to come for a viewing (you will receive more details on that if invited for a viewing). Or you will receive a mail to inform you that you have not been selected.

Please be sure to only apply for the shows that you can commit to! Apologies if you are not selected, but please respect our decision and remember that there is nothing wrong with your product it just might be better suited to another target market. Please consider our online shop as an alternative platform where our brand can still endorse your product.

## Application Criteria

The most important criteria that we look at are:

- Product originality – unique and original; first to the market if possible and innovative in design.
- Local – products **MUST BE** proudly South African in concept and creation. Whilst products might contain imported components, they must be conceived and hand-finished locally. Products from neighboring African states will also be considered.
- Our Markets – our visitor profile changes from show to show and this effects the selection. We will place your products where we feel they will sell best.
- Quality – this is very important as KAMERS is know for show casing quality products.
- Availability – we are a platform for launching new products and businesses and although we will not restrict participation in other markets, we want to present our visitors with a unique experience and therefore, we are very careful not to select products/applicants that are over exposed.
- Community projects –doing good work in your community counts in your favour i.e. environmental or employment projects.
- Your capacity to produce and deliver.

## Things to consider/take into account before applying:

We do not except big, commercial brands that are already launched in the market place.

Do not apply if your products are all imports.

Do not apply if you cannot be at the show selling your own product or if you cannot send a representative that knows your brand like you do. Our visitors like to “meet the MAKERS”.

We do not work on a barcode/general pay point system, therefor someone has to man your stand. (see cashless info also) KAMERS only supply “space” with a plug point (no tables, n partitioning unless mentioned), we want you to build your own shop with your own identity and creativity, this is what brings our visitors back!

Do not apply to a specific show if you cannot commit to it (take travel, accommodation and courier costs in to account before applying for a show outside of your province)

## Categories for stalls:

Please make sure to place your application in the most appropriate category as per details below.

| Category                      | Sub categories  |
|-------------------------------|---|
| <b>Accessories</b>            | Bags – Fabric; Bag Leather; Bags – Other; Costume Jewellery (beads, semi-precious stones); Scarves/Shawls/Wraps/Kikoys; Shoes/Socks                                       |
| <b>Face and Body Products</b> | No sub categories. If you focus on mens, please submit under MEN'S and if you focus n children, please submit under Kids - Accessories                                    |
| <b>Clothing</b>               | Daywear Woman's; Swimwear; Underwear and sleepwear; Athleisure; Pregnancy   |
| <b>Décor and Design</b>       | Art and Photography; General décor; Ceramics; Craft; Furniture; Kitchen and Dining; Lighting; Outdoor (pool, garden,pets); Soft Furnishings (cushions, fabrics, textiles) |
| <b>Food Stalls</b>            | Ready-to-eat; Food product; Combination   |
| <b>Kids</b>                   | Baby's Accessories; Boys Clothing; Girls Clothing; Boys and Girls Clothing; Décor and bedding; Stationary; Toys (wood, soft)  |

|                   |   |
|-------------------|---|
| <b>Men's</b>      | Men's Accessories; Men's Daywear; Men's Sleepwear and Underwear; Men's Swimwear; Men's Face and Body products |
| <b>Jewellery</b>  | No subcategories, but please note this is only for gold and silver smiths                                     |
| <b>Stationary</b> | No subcategories, except if you focus on children, please submit under Kids                                   |

## COSTS

|                                       |   |
|---------------------------------------|---|
| Entry fee                             | As below  |
| KAMERS Commission                     | Design and Food @ 15%; On total sales, excl VAT   |
| Cashless Device rental                | R 650 (1); R 900 (2) excl VAT (see cashless info) |
| Cashless System Commission (Plankton) | 5% on total sales, excl VAT (see cashless info)   |

| Entry fees |                       |                           |
|------------|-----------------------|---------------------------|
| Stand size | Cost (excl VAT)       |                           |
|            | June 2018 – July 2020 | Augustus 2020 – June 2021 |
| 4 sq       | R 2515                | R 2700                    |
| 6 sq       | R 3160                | R 3400                    |
| 8 sq       | R 4070                | R 4300                    |
| 12 sq      | R 5030                | R 5200                    |
| 20 sq      | R 7600                | R 8000                    |

Please note that we will only be able to tell whether the specific stand size requested, as per your application, is available upon final layout.

### Cashless system

For the safety of everyone involved, KAMERS now runs on a cashless system. We team up with PLANKTON, whom are a proudly South African world-leading developer of cashless systems, to implement the cashless environment.

This decision was made for safety and convenience to visitors and makers alike; to simplify the administration of the commission and also to assist with accurate financial reporting and data.

KAMERS provide you with the exclusive agnostic point of sales facilities (please see costs above). With every transaction the POS system will automatically calculate the commission payable to KAMERS and Plankton. Your money will be paid directly into your bank account in two payments – one during the show (70% off total up to date, please ask the cashless team for more details at device handout on the show) and one payment after the show. Please note that VAT will also automatically be taken into account and also that the first payment might only show in your bank account a little later. A full recon will be sent to you via the KAMERS TEAM 7-10 working days after the show.

### **Rules and regulations:**

- Entry fees are **non-refundable** and **non-transferable** (to another show or person)
- KAMERS is VAT registered and therefore will charge VAT on entry fees and commission.
- Your space will only be confirmed once you have paid your entry fee and sent your signed declaration.
- All traders must use the cashless system we operate with. Please make sure you understand the system and costs involved.
- If you are seen to allow visitors to use any other form of payment or using any other payment device, you will be asked to leave the show immediately forfeiting entry fees and will not be selected again.
- We can not be held responsible for faulty emails- if we can not get hold of you during the selection process you will automatically be taken off the system. We only use one email address per application for correspondence, so please make sure that the first email address on your application is the preferred method. It is the applicant's responsibility to send necessary info onto their own team.
- ALL products must be viewed (new applicants and existing traders with new ranges) before being sold at one of our shows.
- The selectors have the right to suggest changes to your range, styling, product pricing etc.
- No products must infringe on any copyright, if so KAMERS have the right to cancel your participation in all other show, without refunding of any monies and also have the right to not select you again.
- Although we do our utmost to make sure that all possible measures are taken in terms of security, KAMERS takes no responsibility for any losses experienced during any of our shows.
- KAMERS/Makers has the right to make changes to layout as and when needed due to circumstances beyond their control.