



OPENING
NEW OPPORTUNITIES

2020 Exhibitor Information

March 2–3, 2020
vinexponeewyork.com

VINEXPO
NEW YORK

 **VINEXPO**
THE WORLD OF WINE & SPIRITS

THE GATEWAY

TO THE US WINE & SPIRITS MARKET

Gain access to top buyers in the US – the largest and most valuable market in the world

- This 36 billion USD wine market is poised to exceed 45 billion USD by 2021.
- Event attendees include buyers from top companies and all regions across the US and Canada.
- Thousands of wine and spirits professionals in the three-tier system attend Vinexpo New York.



Introduce your products to top buyers at Vinexpo New York

Sample list of Vinexpo New York attendees:

IMPORTER	IMPORTER & DISTRIBUTOR	DISTRIBUTOR	OFF-PREMISE	ON-PREMISE
American Spirits Exchange	A.H.D. Vintners	Allied Beverage	67 Wine & Spirits	Ascari Hospitality Group
Artisanal Wine Importers	Aidil Wines & Spirits	Brooklyn Spirits LLC	Amaro Spirits & Wine	Barclay Intercontinental
Bayfield Importing Ltd	BNP Distributing Company	Caribbean International	AmazonFresh	BarNone Wine Beer Spirits
Bonhomie Wine Imports	Breakthru Beverage Group	Constellation Brands	Apparition Wines & Spirits	BLT Prime
D'Apuzzo Import Group	Frederick Wildman & Sons	DeCrescente Distributing	Applejack Wine & Spirits	Boston Harbor Hotel
Dalla Terra Winery Direct	Global Wine Imports, LLC	Disalvo & Sons Wine Distribution	Astor Wines & Spirits	BRG Hospitality
Divin Paradis	Grand Cru Selections	Empire Merchants	Authentic Wine and Spirits Merchants	Darden
Dreyfus Ashby & Co.	Harvest Importing	Eurovintage Intl.	Binny's Beverage Depot	Delta Airlines
Gabriella Importers & Distributors of Fine Wines	Interbalt Products	Gasko & Meyer Inc.	Bottle King	Fleming's Prime
Keystone Importers	International Spirits & Wines LLC	Heidelberg Distributing Company	Bourbon Street Wine and Spirits	Steakhouse and Wine Bar
Kobrand	LVC Las Vegas, Inc.	Kinson Wholesale, Inc.	Buy-Rite Wines & Spirits	Four Seasons
Latitude Beverage	OHMrone Wine & Liquor	KYLIX WINES	Chambers Street Wines	Gerber Group
Loubaton Imports, LLC	Olde World Wine Imports	Left Bank Wine & Spirits Company	City Wine Merchant	Hard Rock Hotel & Casino
Luneau USA	Opici Wine Group	Liberation Distribution (LibDib)	Direct Wines Inc.	Hilton
MHW, Ltd	Simone International	Lieber Fine Wines	Eastside Cellars	Hyatt
MJM World Imports	Skurnik Wines	MFW Wine Co.	Fairway Market	Jean-Georges
New England Wine & Spirits	SoLStars	Mims Distributing	Gargoyle Wine Club	Le Bernardin
Olé & Obrigado	Southern Glazer's Wine & Spirits	Monsieur Touton Selection	Gary's Wine & Marketplace	Legal Sea Foods
Pacific Highway Wines & Spirits	T Edward Wines	MS Walker	Giant Eagle	Lowes Hotels
Palm Bay International	The House of Burgundy, Inc.	Prime Beverage Group	Gramercy Wine & Spirits	Mandarin Oriental / The Alinea Group
Park Street Imports	Verity Wine Partners	Quality Wine & Spirits	JJ Buckley Fine Wines	Marriott International / The Ritz-Carlton
Taub Family Companies	Vine Connections	Republic National Distributing Company	Kindred Spirits & Wine	Mistral
Tre Amici Imports Inc.	Vino et Spiritus, LLC	Seaman's Beverage and Logistics		Racines NY
Tri-Vin Imports	Wineberry	Star Distributors Inc.		Royal Caribbean International
Votto Wines	Wine Universe Corp	United Stars Corporation		Ruth's Chris Steak House
Wine Access	Winebow	Vintage Wines, Inc.		Starr Restaurants
		Young's Market Company		Sweet Hospitality Group

EXHIBIT WITH EASE

Strategically located in the heart of the US wine & spirits business:

Manhattan
Javits Convention Center
March 2 – 3, 2020

ALL EXHIBIT SPACE OPTIONS INCLUDE:

- Glasses and porter service
- Ice
- Spittoon(s)
- Exhibitor listings in event guide, event website & mobile app
- Exhibitor badges
- Complimentary visitor invitations

PLUS ACCESS TO:

- Online exhibitor education program produced by the Wine Business Institute at Sonoma State University
- On-site importer to help facilitate transactions at the event
- One to Wine Meetings - complimentary business matchmaking service

TURNKEY STAND OPTIONS ALSO INCLUDE:

- Stand fittings
- Identification sign
- Furnishings
- Material handling from loading dock to stand

For turnkey stand and raw space details and pricing please reference the Vinexpo New York 2020 Exhibit Space Contract.

BUSINESS LEVEL - \$6,000

2m x 2m



PREMIUM LEVEL - \$11,000

2m x 4m



PAVILION - \$24,000

24m²
 (4m x 6m)



Minimum of 24m² for 6 - 2m x 2m stands

RAW SPACE OPTIONS

Peninsula (open 3 sides \$525 m²)

Island (open 4 sides \$540 m²)

Minimum of 24m²

Raw Space Prices Include:

- Space only, no shell scheme, furniture or material handling
- Exhibitor badges
- 10 complimentary visitor invitations per 4m² increment

“ We exhibit at Vinexpo New York because we are investing a great deal in the US and believe we have the right brands for the market, making Vinexpo New York the event where we should exhibit. We met a lot of distributors, importers, and retailers from New York, New Jersey, and the North East. We also had meetings with buyers from Texas, California, and Chicago. We took advantage of One to Wine Meetings to set up our meetings in advance. The event was quite crowded with a lot of great energy. ”

- Anthony Lagiere
 Sales Director - Bernard Magrez

2018 & 2019 EXHIBITOR

“ We were once again delighted with the caliber of buyers and the number of appointments that we had. Thanks to services like One to Wine Meetings, and our own extensive planning before the exhibition, we had two days jam-packed with fruitful meetings, which was a good problem to have! I'm glad we returned this year. It was well worth it, and we have already started planning for Vinexpo New York 2020. ”

- Lientjie McLachlan
 Head of Marketing & Sales
 Robinson and Sinclair

2018 & 2019 EXHIBITOR

MORE TESTIMONIALS...

Vinexpo New York provides the ability to meet with prospective winery partners from around the world in a very comfortable and unhurried environment. I've met a number of good prospects.

- **Michael Gelven, CEO**
Wine Pirates/WP Wine Imports Inc.
2019 ATTENDEE

"An amazing wine experience conveniently located under one roof. I liked the opportunity to meet wine makers and explore new wines."

- **Beth Binder**
Managing Director
Winston-Salem Wine Market
2019 ATTENDEE

A highly educational event that provides excellent networking and business opportunities.

- **Kimberly Shannon**
Specialist, Beer/Wine/Liquor
Giant Eagle Inc.
2018 & 2019 ATTENDEE

"The most important part of Vinexpo New York is the quality of buyers - geographically ranging from California to the East Coast."

- **Daniel Greathouse, President Heidelberg**
Vineyards
2019 EXHIBITOR

We are inspired by the excitement that Vinexpo New York has generated for us as we continue to expand our market reach in the U.S."

- **Jose Luis Campos**
Communications Director
D.O.P. Cariñena
2019 EXHIBITOR

"At Vinexpo New York, I have the opportunity to taste obscure varieties that I'm not familiar with and meet producers I'm not familiar with, which is really great. People are very enthusiastic to show off their wines."

- **Yannick Benjamin, Sommelier - University Club**
2019 ATTENDEE

"It was so wonderful to see the exhibition's growth this year - there were even more customers and more large retailers. We were so pleased. There's really no doubt about it we will be coming back."

- **Cedric Duquenois**
Sales Director - LGI Wines
2018 & 2019 EXHIBITOR

Vinexpo New York has a good representation of producers and is easy to navigate.

- **Kevin Rapp, CEO**
Rapp Wine
2018 & 2019 ATTENDEE

PARTNERS

Wine Spectator



A GLOBAL EVENT

Join wine and spirits producers from around the world at Vinexpo New York.

Countries represented include:

Albania | Argentina | Australia | Austria | Brazil | Canada | Chile | Croatia | Czech Republic
France | Germany | Greece | Italy | Japan | Kosovo | Moldova | New Zealand | Portugal
Republic of Serbia | Romania | Russia | Slovenia | South Africa | Spain | Sweden | Switzerland
United Kingdom | Uruguay | United States

Book Your 2020 Stand

CONTACT US!

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