

OPENING  
NEW OPPORTUNITIES

2020 Exhibitor Information

March 2–3, 2020  
[vinexponeewyork.com](http://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	Lidl	Ascari Hospitality Group
Artisanal Wine Importers	Aidil Wines & Spirits	Brooklyn Spirits LLC	Amaro Spirits & Wine	Liquor Barn	Barclay Intercontinental
Bayfield Importing Ltd	BNP Distributing Company	Caribbean International	AmazonFresh	Liquor Control Board of Ontario	BarNone Wine Beer Spirits
Bonhomie Wine Imports	Breakthru Beverage Group	Constellation Brands	Apparition Wines & Spirits	Lot18	BLT Prime
D'Apuzzo Import Group	Frederick Wildman & Sons	DeCrescente Distributing	Applejack Wine & Spirits	Martha Stewart Wine Co.	Boston Harbor Hotel
Dalla Terra Winery Direct	Global Wine Imports, LLC	Disalvo & Sons Wine Distribution	Astor Wines & Spirits	New Hampshire Liquor Commission	BRG Hospitality
Divin Paradis	Grand Cru Selections	Empire Merchants	Authentic Wine and Spirits Merchants	Rallo Wines	Darden
Dreyfus Ashby & Co.	Harvest Importing	Eurovintage Intl.	Binny's Beverage Depot	SevenFifty Technologies	Delta Airlines
Gabriella Importers & Distributors of Fine Wines	Interbalt Products	Gasko & Meyer Inc.	Bottle King	Sherry-Lehmann Wine & Spirits	Fleming's Prime Steakhouse and Wine Bar
Keystone Importers	International Spirits & Wines LLC	Heidelberg Distributing Company	Bourbon Street Wine and Spirits	ShopRite	Four Seasons
Kobrand	LVC Las Vegas, Inc.	Kinson Wholesale, Inc.	Buy-Rite Wines & Spirits	Societe Commerciale Clement Int	Gerber Group
Latitude Beverage	OHMrone Wine & Liquor	KYLIX WINES	Chambers Street Wines	Sotheby's Wine	Hard Rock Hotel & Casino
Loubaton Imports, LLC	Opici Wine Group	Left Bank Wine & Spirits Company	City Wine Merchant	Stew Leonard's	Hilton
Luneau USA	Simone International	Liberation Distribution (LibDib)	Direct Wines Inc.	The Wine Cellar	Jean-Georges
MHW, Ltd	Skurnik Wines	Lieber Fine Wines	Eastside Cellars	Top Ten Liquors	Le Bernardin
MJM World Imports	SolStars	MFW Wine Co.	Fairway Market	Total Wine & More	Legal Sea Foods
New England Wine & Spirits	Southern Glazer's Wine & Spirits	Mims Distributing	Gargoyle Wine Club	Vivino	Lowes Hotels
Olé & Obrigado	T Edward Wines	Monsieur Touton Selection	Gary's Wine & Marketplace	Wakefern	Mandarin Oriental / The Alinea Group
Pacific Highway Wines & Spirits	The House of Burgundy, Inc.	MS Walker	Giant Eagle	Wegmans Food Markets	Marriott International / The Ritz-Carlton
Palm Bay International	Verity Wine Partners	Prime Beverage Group	Gramercy Wine & Spirits	Whole Foods Market	Mistral
Park Street Imports	Vine Connections	Quality Wine & Spirits	JJ Buckley Fine Wines	Wine Library	Racines NY
Taub Family Companies	Vino et Spiritus, LLC	Republic National Distributing Company	Kindred Spirits & Wine	Wine.com	Royal Caribbean International
Tre Amici Imports Inc.	Wineberry	Seaman's Beverage and Logistics		WTSO (Wines 'Til Sold Out)	Ruth's Chris Steak House
Tri-Vin Imports	Winebow	Star Distributors Inc.		Zachy's	Starr Restaurants
Votto Wines		United Stars Corporation			Sweet Hospitality Group
Wine Access		Vintage Wines, Inc.			Topgolf
		Young's Market Company			Union Square Hospitality Group
					United Airlines
					University Club

# 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

24m<sup>2</sup>  
(4m x 6m)



Minimum of 24m<sup>2</sup> for 6 - 2m x 2m stands

### RAW SPACE OPTIONS

**Peninsula** (open 3 sides \$525 m<sup>2</sup>)

**Island** (open 4 sides \$540 m<sup>2</sup>)

Minimum of 24m<sup>2</sup>

#### Raw Space Prices Include:

- Space only, no shell scheme, furniture or material handling
- Exhibitor badges
- 10 complimentary visitor invitations per 4m<sup>2</sup> 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 varietals 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 Duquenoy**  
**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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