

### 1. MAILING ADDRESS

Company Name: \_\_\_\_\_ ("Exhibitor") Wine Region: \_\_\_\_\_  
Street Address: \_\_\_\_\_ City \_\_\_\_\_  
State/Province \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_ Country \_\_\_\_\_  
Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Company Email: \_\_\_\_\_ Website: \_\_\_\_\_  
Sales Contact: \_\_\_\_\_ Telephone: \_\_\_\_\_ Email: \_\_\_\_\_  
Person in Charge of Exhibit: \_\_\_\_\_ Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

**PROFILE** Exhibiting opportunities are open to the following. If none of these are applicable contact [vinexponewyork@divcom.com](mailto:vinexponewyork@divcom.com) to confirm qualification to exhibit.

- Trading \_\_\_\_\_ Wine \_\_\_\_\_ Spirits or  
\_\_\_\_\_ Both
- Production of Still or Sparkling Wines  
 Production of Spirits  
 Professional Wine & Spirits Union/Organization  
 Wine Cooperative
- Do you currently have distribution in the United States?  
 Yes  
 No

### INVOICE BILLING ADDRESS (if different from above)

Billing Company Name: \_\_\_\_\_  
Street Address: \_\_\_\_\_ City \_\_\_\_\_  
State/Province \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_ Country \_\_\_\_\_  
Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Company Email: \_\_\_\_\_ Website: \_\_\_\_\_  
A/P Contact: \_\_\_\_\_ Telephone: \_\_\_\_\_ A/P Contact's Email: \_\_\_\_\_

### 2. AGREEMENT OF RESPONSIBLE PARTIES

The above described Exhibitor hereby agrees with Diversified Communications ("Diversified") to pay the below described fees on the below noted dates as consideration for its exhibition at Vinexpo New York ("Event") and to comply with the Conditions Rules and Regulations as set forth in **Exhibit A** below.

### 3. DEPOSIT

A deposit equaling 50% of the total cost of Exhibitor Rate is due upon receipt of invoice in order to reserve stand space. Applications received on or after December 4, 2019 must be accompanied by full payment or paid in full upon receipt of the invoice.

### 4. PAYMENT TERMS/METHODS

- 1.) 50% deposit due upon receipt of invoice. All payments must be made in U.S. dollars to  
2.) Balance due on or before December 4, 2019 **Diversified Communications**

#### PAYMENT METHODS:

**Check or Money Order DRAWN on a US Bank OR Payment by Wire Transfer or Credit Card**

Follow the instructions on invoices and statements carefully to ensure your payment is applied to your account.

**CAUTION:** Any updates to payment details will ALWAYS be reflected on an official Diversified Communications invoice

### 5. CANCELLATION POLICY

No cancellation by an Exhibitor is effective unless given in writing by mail to Diversified Communications, 121 Free Street, Portland, ME 04101 or by email to [vinexponewyork@divcom.com](mailto:vinexponewyork@divcom.com). The terms and conditions for cancellation are set forth in the following Conditions Rules and Regulations attached hereto below and incorporated herein.

Cancellations, space reductions, or conversion from Turnkey Space to Raw Space that are received by Diversified on or before December 4, 2019 shall be subject to a cancellation fee equal to 50% of the total cost of cancelled space.

Cancellations, space reductions, or conversion from Turnkey to Raw Space received by Diversified after December 4, 2019 are subject to a cancellation fee equal to 100% of the total cost of cancelled space.

**All outstanding fees are payable immediately upon cancellation.**

**6. EXHIBITOR SPACE RATES (RATES ARE IN \$US)**

**TURNKEY OPTIONS:**

**Pavilion Level Package \$36,000: 24 m<sup>2</sup> (4m x 6m pavilion)**

**Minimum 24m<sup>2</sup> (6 - 2m x 2m stands) \$12,000 per extra 8m<sup>2</sup>**

Price also includes:

- Stand Fitting & Company Identification sign
- Maximum of 6 Counters with 2 stools each
- 6 shelving units with 4 shelves per unit
- Material handling of 3 cases of wine (12 bottles each) per 4 m<sup>2</sup> increment from loading dock to stand
- Exhibitor Badges
- 10 complimentary visitor invitations per 4m<sup>2</sup> increment

**Premier Level Package \$11,000: 8 m<sup>2</sup> (2m x 4m stand)**

Price also includes:

- Stand Fitting & Company Identification sign
- 1 counter with 2 stools
- 1 meeting table with 3 chairs
- 1 shelving unit with 4 shelves
- Material handling of 6 cases of wine (12 bottles each) from loading dock to stand
- Exhibitor Badges
- 20 complimentary visitor invitations

**Business Level Package \$6,000: 4 m<sup>2</sup> (2m x 2m stand)**

Price also includes:

- Stand fitting & Company Identification sign
- 1 counter with 2 stools
- 1 shelving unit with 4 shelves
- Material handling of 3 cases of wine (12 bottles each) from loading dock to stand
- Exhibitor Badges
- 10 complimentary visitor invitations

**Classic Stand \$2,995**

Price includes:

- Counter Height Skirted Table with 2 stools
- Pipe and Drape separation
- Company Identification Sign
- Material Handling of up to 3 cases (12 bottles each) from loading dock to stand
- Exhibitor Badges
- 10 complimentary visitor invitations

**Raise Your Spirits \$2,995**

Price includes:

- Counter Height Skirted Table with 2 stools
- Company Identification Sign
- Material Handling of up to 3 cases (12 bottles each) from loading dock to table
- Exhibitor Badges
- 10 Complimentary Visitor Invitations

**RAW SPACE OPTIONS:**

**Raw Space: Peninsula (open 3 sides \$525 m2)**

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

**(Minimum of 24m<sup>2</sup> & in 4m<sup>2</sup> increments over 24m<sup>2</sup>)**

Price includes:

- **Space only**, no stand fitting, furniture or material handling
- Exhibitor Badges
- 10 complimentary visitor invitations per 4m<sup>2</sup> increment

**Co-Exhibitor Fee \$500 (limit 1 per 4m<sup>2</sup> increment)**

- includes 1 additional company listing in the event guide and 3 additional badges per co-exhibitor
- All Co-Exhibitors must be identified on the Co-Exhibitor form and are subject to approval by Diversified in its sole discretion.

**Total Cost Turnkey Package: \$ \_\_\_\_\_**

**Total Cost Raw Space: \_\_\_\_\_ x m<sup>2</sup> = \$ \_\_\_\_\_**

**Total Co-Exhibitor fee: \_\_\_\_\_ x \$500 = \$ \_\_\_\_\_**

**GRAND TOTAL: \_\_\_\_\_**

**For further details on exhibitor space offerings, visit:**

[www.vinexponewyork.com/exhibit/](http://www.vinexponewyork.com/exhibit/)

**ALL EXHIBIT SPACE INCLUDES (Turnkey & Raw Space):**

- Glasses and Porter Service
- Ice
- Spittoon(s)
- One online company listing per 4m<sup>2</sup> increment in the event guide

**7. AUTHORIZATION**

Undersigned on behalf of Exhibitor has reviewed and affirms that Exhibitor shall abide by all Conditions, Rules and Regulations governing Vinexpo New York as set forth in **Exhibit A** located at [www.vinexponewyork.com/exhibit/conditionsrules](http://www.vinexponewyork.com/exhibit/conditionsrules) which are included with this Exhibit Space Contract and are incorporated herein by reference. Exhibitor further affirms that acceptance of this contract by Diversified constitutes a legal and binding contract and that undersigned is authorized to obligate Exhibitor regarding same.

**Contract must be signed & deposit received to secure stand space. Remit to Marjorie Ferris at [mferris@divcom.com](mailto:mferris@divcom.com)**

Signature: \_\_\_\_\_

Title: \_\_\_\_\_

Print Name: \_\_\_\_\_

Date: \_\_\_\_\_

**8. SHOW ADMINISTRATION USE ONLY**

Exhibitor Level \_\_\_\_\_ SM \_\_\_\_\_ Stand/Location Assignment \_\_\_\_\_