

VINEXPO

AMERICA

JOIN US!

Where the wine and spirits world meets in America

**JUNE 24-25
2024**

NEW YORK
Jacob K. Javits Center

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sales@vinexposium.com

ATTENDEE PROFILE

Vinexpo America attracts top beverage alcohol buyers from North America and beyond. In 2023, over 3,200 wine and spirits professionals gathered in the heart of Manhattan to discover and purchase new products, conduct meetings, and establish new relationships. The purchasing power of these buyers is extraordinary. Don't miss the opportunity to introduce and promote your product to these top buyers. Exhibit at Vinexpo America on June 24-25, 2024.

BUYERS BY INDUSTRY TYPE



41% Importer/Distributor



24% On-premise



16% Off-premise
(including e-commerce)



4% Brokers

GEOGRAPHICS



89% of attendees are from North America

43 US states represented

Top states include:

New York, New Jersey, Connecticut, Florida, Pennsylvania, California, Massachusetts, Texas, Virginia, Illinois and Maryland

JOB TITLES



83% of attendees are:

President/CEO | Owner, Buyer | Manager | Director

KEY BUYERS

A robust Key Buyer program offers top beverage alcohol buyers complimentary attendance and special perks leading up to the events and on-site.

Sample list of Key Buyers:

- BevMo!
- Binny's Beverage Depot
- BJ's Wholesale Club
- Breakthru Beverage
- Carnival Cruise Lines
- Darden
- Delta Airlines
- Fedway Associates
- FreshDirect
- Marriott Vacations Worldwide

The show allows us to make new discoveries. We meet importers and distributors to see what we can bring to our restaurants that other people don't have. The products produced in the alcohol business are all experience-based, so people have to come to Vinexpo America to see these products come to life.

- Helen Mackey,
Senior Vice President,
Darden Restaurants

We see Vinexpo America as an extension of our homebase - if someone wants to meet with Whole Foods Market and make a presentation, that is where it needs to happen.

- Melanie Mann,
Principal Category Merchant,
Whole Foods Market

PURCHASING POWER



88% of attendees are in purchasing roles



39% purchase between \$500,000 to \$1.5 million+ beverage alcohol annually

- Naked Wines
- Princess Cruise Lines
- Starr Restaurants
- T. Edward Wines & Spirits
- Vivino
- Whole Foods Market
- Wine.com
- Winebow

See page 2 for large sample list of attendees

vinexpo-america.com
#vinexpoamerica



MEET TOP NORTH AMERICAN BUYERS

IMPORTER	IMPORTER & DISTRIBUTOR	DISTRIBUTOR	OFF-PREMISE	ON-PREMISE
<p>4Front Imports American Spirits Exchange Arcadia Imports Artisanal Wine Importers Bayfield Importing Ltd Bonhomie Wine Imports Crush Imports D'Apuzzo Import Group Dalla Terra Winery Direct Davies Family Selections Divin Paradis Dreyfus Ashby & Co. Gabriella Importers & Distributors of Fine Wines Hill City Imports Keystone Importers Kobrand Latitude Beverage Loubaton Imports, LLC Luneau USA MHW, Ltd MJM World Imports New England Wine & Spirits Olé & Obrigado Pacific Highway Wines & Spirits Palm Bay International Park Street Imports Taub Family Companies Tre Amici Imports Inc. Tri-Vin Imports Universal Beverage Importers Votto Wines Wine Access</p>	<p>A.H.D. Vintners Aidil Wines & Spirits Apollo Fine Wines & Spirits BNP Distributing Company Breakthru Beverage Group Frederick Wildman & Sons Gasko and Meyer Inc. Global Wine Imports, LLC Grand Cru Selections Harvest Importing Interbalt Products International Spirits & Wines LLC Kylix Wines Lieber Fine Wines and Spirits LVC Las Vegas, Inc. Massanois Fine Wine & Craft Spirits Monsier Touton Selection New England Wine & Spirits Olde World Wine Imports Opici Family Distributing Simone International Skurnik Wines & Spirits Slocum & Sons SolStars Southern Glazer's Wine & Spirits T. Edward Wines & Spirits The House of Burgundy, Inc. Verity Wine Partners Vine Connections Vino et Spiritus, LLC Wineberry America LLC Wine Universe Corp Winebow</p>	<p>Ajax Turner Co. Allied Beverage Artisan Fine Wines Brooklyn Spirits LLC Caribbean International Constellation Brands DeCrescente Distributing Disalvo & Sons Wine Distribution Empire Merchants Eurovintage Intl. Fedway Associates Global Alliance Distribution Heidelberg Distributing Company Johnson Brothers Kinson Wholesale, Inc. Left Bank Wine & Spirits Company Liberation Distribution (LibDib) Martignetti Companies MFW Wine Co. Mims Distributing MS Walker Prime Beverage Group Proximo Spirits Quality Wine & Spirits Renaissance Wine Merchants Ltd. Republic National Distributing Company Royal Wine Corp Seaman's Beverage and Logistics Star Distributors Inc. United Stars Corporation Vintage Wines, Inc. Wismettac Asian Foods, Inc. Young's Market Company</p>	<p>67 Wine & Spirits Amaro Spirits & Wine AmazonFresh Apparition Wines & Spirits Applejack Wine & Spirits Astor Wines & Spirits Authentic Wine and Spirits Merchants Bright Cellars Binny's Beverage Depot BJ's Wholesale Club Bottle King Bourbon Street Wine and Spirits Buy-Rite Wines & Spirits Chambers Street Wines City Wine Merchant De LucAa Fine Wines Direct Wines Inc. Drizly Eastside Cellars Fairway Market Food Corp. FreshDirect Gargoyle Wine Club Gary's Wine & Marketplace Giant Eagle Gramercy Wine & Spirits JJ Buckley Fine Wines Kindred Spirits & Wine Lidl Liquor Barn Liquor Control Board of Ontario Lot18 Martha Stewart Wine Co. Naked Wines New Hampshire Liquor Commission Rallo Wines ReserveBar Sherry-Lehmann Wine & Spirits ShopRite Societe Commerciale Clement Int Sotheby's Wine Stew Leonard's The Wine Cellar Top Ten Liquors Total Wine & More Vivino Wakefern Wegmans Food Markets Whole Foods Market Wine Library Wine.com WTSO (Wines 'Til Sold Out) Zachy's</p>	<p>Ascari Hospitality Group Barclay Intercontinental BarNone Wine Beer Spirits BLT Prime Boston Harbor Hotel BRG Hospitality Carnival Cruise Lines City Winery Darden Delta Airlines Fleming's Prime Steakhouse and Wine Bar Four Seasons Gerber Group Hard Rock Hotel & Casino Hilton Worldwide Hyatt Hotels Corporation Jean-Georges JW Marriott International / The Ritz-Carlton Las Vegas Raiders Le Bernardin Legal Sea Foods Lowe's Hotels Mandarin Oriental / The Alinea Group Marriott Vacations Worldwide Mistral Momofuku Princess Cruise Lines PSD Hospitality Racines NY Royal Caribbean International Ruth's Chris Steak House Starr Restaurants Sweet Hospitality Group The Philadelphia Club The Union League of Philadelphia Topgolf Union Square Hospitality Group United Airlines University Club</p>




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