



EXHIBITOR SERVICES MANUAL

March 27, 2024

Paso Robles Event Center

PRESENTED BY

WINEBUSINESS MONTHLY



www.wivicentralcoast.com



Welcome to ***WiVi Central Coast, the premier wine and viticulture conference and trade show in Central California.*** As an exhibitor, you have complete access to the most important gathering in the area. WiVi remains the place to be, drawing wine professionals from Santa Cruz to Santa Ynez.

This Exhibitor Service Kit contains all the key information and forms you need to order services and prepare to exhibit. There are helpful suggestions regarding promoting your company, preparing your staff and ensuring your experience is a success.

Our 2024 general services contractor, Tricord, will be on hand to make move-in, move-out and ancillary service ordering as easy as possible.

If any questions may come up, please don't hesitate to reach out to me at danielle@winebusiness.com.

Thank you again for participating in WiVi. We look forward to seeing you in March!

Sincerely,

Danielle Robb
Events Director
Wine Business

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Key Deadlines

Final Booth Payment Due	December 15, 2024
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Advertise in the Show Program	February 9, 2024
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Lead Retrieval Discount Deadline	February 24, 2024
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Advance Order Discount Deadline	March 1, 2024
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Online Booth Staff Registration	March 15, 2024
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Advance Freight Warehouse Deadline	March 21, 2024
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Show Information

MARCH 27, 2024

Paso Robles Event Center

2198 Riverside Avenue

Paso Robles CA 93446

EXHIBIT HALL HOURS

MARCH 27 9:00 AM - 4:00 PM

REGISTRATION HOURS

March 26 8:00 AM - 5:00 PM

March 27 7:30 AM - 4:00 PM

EXHIBITOR MOVE IN

MARCH 25 8:00 AM - 3:00 PM

Large equipment load-in only –

Contact jordan@tricord.net to schedule your large equipment delivery.

EXHIBITOR MOVE OUT

MARCH 27 4:00 - 8:00 PM

MARCH 28 8:00 AM - 12:00 PM

MARCH 26 8:00 AM - 3:00 PM

General exhibitor load-in & set-up

SHOW MANAGER

Contact: Danielle Robb

E-mail: danielle@winebusiness.com

Phone: 313-443-7693

REGISTRATION

Contact: Marissa Higgins

E-mail: wbm@executiveevents.com

Phone: 877-749-8826

ACCOUNTING

Contact: Katie Kohfeld

E-mail: katie@winebusiness.com

Phone: 707-940-3928

SPONSORSHIP & EXHIBIT SALES

Contact: Aidan O'Mara

E-mail: aidan@winebusiness.com

Phone: 707-758-1769

Schedule at a Glance

Monday, March 25, 2024

8:00 AM - 3:00 PM: Large equipment load-in - Through Flowers Gate

Contact jordan@tricord.net for more information

Tuesday, March 26, 2024

8:00 AM - 3:00 PM: General exhibitor load-in and set-up

3:30 - 5:30 PM: Bottle Bash Central Coast (Paso Robles Event Center- Mission Square)

Exhibitors are invited to join this gathering of winemakers, speakers, and board members to celebrate Central Coast Insights and WiVi Central Coast

Wednesday, March 27, 2024

7:30 AM: Registration opens

8:30 AM - 3:30 PM: Sessions

9:00 AM - 4:00 PM: Tradeshow

11:00 AM - 2:00 PM: Lunch in Exhibit Halls

4:00 - 8:00 PM: General exhibitor load-out (including large equipment)

Thursday, March 28, 2024

8:00 AM - 12:00 PM: Additional exhibitor load-out hours

Booth Details & Registration Info

Basic Booth Package

- Fireproof side and back wall draping in black
- One (1) 6' table skirted in black, Two (2) chairs, One (1) Wastebasket
- Complimentary Exhibit Hall passes to give to customers
- Four (4) Complimentary Exhibitor Staff badges. Badge holder entitled to attend WiVi sessions for additional fees. Exhibit staff must be pre-registered online by **March 15, 2024**. Your exhibitor badge grants you the following:
 - Exhibit Hall access March 26 - March 27
 - Bottle Bash, March 26
 - Cahoots' Tri-tip BBQ Lunch, March 27
- Additional Staff badges are \$35 in advance, \$45 regular, \$55 onsite
- **Information on registering your booth personnel will be emailed to the contact on your contract. If you have not received this information, please contact Marissa at wbm@executiveevents.com**
- Internet: Complimentary wireless internet is available in the Exhibit Halls.
- Trash Removal: Please keep your booth and outlying area debris-free. Trash will be collected on an ongoing basis during set-up and load-out.
- Electricity: Basic power is provided with each booth. Exhibitors are responsible for supplying their own extension cords and power strips. If you need additional power, contact Mark with Freestyle Events: mark@freestyleevents.com.
- Exhibitor Services: For booth furnishings, carpet and flooring, shipping/delivery, or setup/dismantle services, please contact Jordan Pezzini at TriCord, jordan@tricord.net, 831-264-6215.
- Security: Commercial buildings are locked overnight. WiVi is not responsible for lost or stolen items. Take care with all valuables.

Exhibit Arrival and Set Up

Check-In Instructions

Drive into the Flowers Gate entrance on Gregory Road at the Paso Robles Event Center. Event staff will welcome you and direct you to your exhibit booth. Please check-in, unload and then remove your vehicle as quickly as possible to make way for others. Following load-in, please park your vehicle in the Carnival Lot ([Lot C](#)). There is no Exhibitor parking in the Riverside Avenue lots on any days. ([See Event Center Map](#)).

Any exhibitors who do not arrive by 3:00 PM on Tuesday, March 26 **must** make prior arrangements with event staff or risk their booth being converted to a water station. If you do not plan to set up your booth on March 26, please contact danielle@winebusiness.com to notify our team.

Badges

Company name badges are available at the main registration building window; see map on the next page.

Show Day

There will be muffins, coffee and juice on Wednesday morning, a hearty BBQ lunch by Cahoots, Firestone Beer Garden, wine tastings in the exhibit hall following lunch, and a lot of attendees making their rounds!



Paso Robles Event Center



Exhibitor Rules

1. In addition to building regulations and local union practices, there are show rules which Wine Communications Group (WCG) enforces to provide a safe exhibit floor for attendees, while assuring each exhibitor the optimal use of their space. If your booth does not conform to these rules, please make prior arrangements to request a waiver. If you have any questions or doubts about whether your exhibit is too large, too tall, too heavy, too noisy, or includes anything that could be a problem, please email the show manager, danielle@winebusiness.com
2. Exhibit space fees must be paid in full to WCG.
3. Exhibitors are not permitted in other exhibitor's booths at any time when the exhibit hall is not open to registrants.
4. Exhibitors must always be mindful of the security of items in their booth, including non-registrant hours, such as the hours exhibitors are allowed in the hall early and after hall hours at tear down. WCG is not responsible for loss or damage to exhibitor's property at any time. WCG strongly recommends that exhibitors: a) cover their small display items when the hall is closed to attendees; b) cable lock electronic equipment; c) remove high value items during non-show hours; d) do not ever leave briefcases/purses, laptops unattended; and e) carry insurance that includes coverage for theft and damage.
5. Any exhibit materials packaged for shipment, but not picked up by freight carrier by 12:00pm on March 28, 2024, will be "forced" on to any available carrier of the service contractor's choice. Any costs, penalties and fines associated with removal of the materials from the show floor will be billed to the exhibitor.
6. All building fire hoses, extinguisher cabinets and electric panels must be visible and accessible at all times.
7. Exhibitors are responsible for any damage done to the PREC property or equipment by their employees, contractors, volunteers, or other staff during the event, including move-in and move-out.
8. All electrical cords must be UL rated. Electrical cords must be safely secured prior to the event opening.
9. All decorations must be flame retardant. No nails, tacks, staples, adhesive or masking tape may be used on the walls, tables, chairs, or any other areas belonging to the Association. The only exception is the securing of electrical cords to the flooring or ground.
10. All exhibit booths, drapes, curtains, table covering skirts, carpet and other material used in a booth shall be constructed with non-combustible or flame-proof materials. Use of bark dust, mulch, chips, or hay, etc., is not allowed unless preapproved by the Fire Marshal's office.
11. All exhibitors are to keep all their exhibit items, tables, chairs, etc., within their assigned booth space. Nothing is to be placed in any aisle.
12. WCG reserves the right to rearrange floor plans and relocate any exhibit at any time.



LEAD RETRIEVAL ORDER FORM

DISCOUNT DEADLINE: FRIDAY FEBRUARY 24, 2024



Use your own
IOS or Andoid
Devices

LeadsPlus™ App

- Instantly capture attendee contact info! Just **"Point and Scan"** the badges QR Code
- Leads stored in the cloud for up to **36 months**
- Personalize Leads by using our **"Custom Qualifiers"** with the ability for note taking
- Real-time lead data & analytics make following up a breeze; easy and efficient

**Click here to
ORDER ONLINE**

ITEM	DIS. DEADLINE	SHOW RATE	QTY	SUBTOTAL
LeadsPlus App (First License)	\$ 359.00	\$ 409.00	_____	\$ _____
LeadsPlus App (Additional License)	\$ 99.00	\$ 149.00	_____	\$ _____
LeadsPlus App Bundles: (First License Included)				
3 Pack	\$ 499.00	\$ 549.00	_____	\$ _____
6 Pack	\$ 799.00	\$ 849.00	_____	\$ _____
10 Pack	\$ 999.00	\$ 1049.00	_____	\$ _____
Developer Kit	\$ 350.00	\$ 350.00	_____	\$ _____

Click here to ORDER ONLINE

Username: WIVI2024

Password: 0224

Sub-Total = \$ _____

Total Due (in US Funds)= \$ _____

(PLEASE PRINT)

BOOTH NO. _____

COMPANY _____

EMAIL(S) _____

ADDRESS _____

CITY, STATE, ZIP, COUNTRY _____

ORDER CONTACT _____

PHONE NO. _____

ONSITE CONTACT _____

ONSITE CELL PHONE _____

CREDIT CARD NO.:



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CARDHOLDER NAME: _____

EXPIRATION DATE: _____ / _____

SECURITY
CODE: _____

CARDHOLDER SIGNATURE: _____

LEAD RETRIEVAL OPTIONS

CCI WIVI & ATS have partnered together to offer exceptional lead retrieval products and services!

- Instantly capture attendee contact info! Just **"Point and Scan"** the badges QR Code
- Leads stored in the cloud for up to **36 months**
- Personalize Leads by using our **"Custom Qualifiers"** with the ability for note taking
- Real-time lead data & analytics make following up a breeze; easy and efficient



**TO ORDER LEAD RETRIEVAL, VISIT US AT THE
LEAD RETRIEVAL DESK LOCATED AT EXHIBITOR SERVICES.**

If you have Pre-Ordered Pickup at The Lead Retrieval Desk.

If you have any questions concerning any of the products or services being offered for lead collection, please feel free to call us at (985) 240-5507 and we will make certain your questions are answered.

LEAD RETRIEVAL 101

How are you capturing and following up with all of the leads collected at your booth?

"Maximize your ROI by using ATS Lead Retrieval services."

Badges at events act as a form of identification and most importantly, electronic business cards. In an effort to streamline session attendance tracking & exhibitor lead capture show managers incorporate QR barcodes fully encoded with attendee contact info as well as important demographic data allowing the exhibitors to easily qualify and follow up.

Why use event provided Lead Retrieval services?

- Easy to scan & capture attendee contact + key demographic information.
- Digital qualifiers & note taking
- Lead data available in real-time & post event (saved in Cloud for up to 36 months)
- Onsite technical support included
- Easily manage your exhibit booth team's leads
- Customization and seamless integrations into your existing CRM system available.





Electrical Order Form 2024



1030 Carrier Parkway Ave
Bakersfield, CA 93308
Tel: (661) 324-1234
production@freestyleevents.com

COMPANY:

BOOTH #:

EVENT: WiVi Central Coast Trade Show

DATE(S): Wednesday, March 27, 2024

ELECTRICAL SERVICE

Prices are per day

Electricity: Basic power is provided with each booth. Exhibitors are responsible for supplying their own extension cords and power strips.

120 Volt – Additional Requirement:

QTY	PRICE	TOTAL
1000 Watts (10 AMPS) _____	\$150.00 ea	_____

240 Volt Single & 208 / 480 Volt Three Phase Power

QTY	PRICE	TOTAL
240V Single Phase Power _____	\$550.00 ea	_____

208V Three Phase Power _____	\$1150.00 ea	_____
Generator w/ Three Phase Cabling		

480V Three Phase Power _____	\$1250.00 ea	_____
Generator w/ Three Phase Cabling		

Electrical Accessories

15' Extension Cord _____	\$15.00 ea	_____
Power Strip _____	\$15.00 ea	_____

Sub Total: _____

+ Delivery, Setup & Strike: \$150

TOTAL: _____

Orders placed after March 1st 2024 , will incur an additional \$100 rush fee.

Applies only to actual power service not including electrical accessories.

INSTRUCTIONS

Order Deadline (5 Business Days)

Orders must be received and confirmed a minimum of 5 business days before the event. Electrical services for orders received after the deadline, including orders received the day of the event can not be guaranteed. Orders not received and confirmed prior to the deadline will be reviewed individually by Freestyle Event Services to determine if sufficient equipment and electrical service exists to complete the order. It is highly recommended that orders are placed prior to the deadline.

Service Locations

This order form covers electrical services for the exhibitor trade show venue.

Electrical Delivery

Electrical service will be setup at the most convenient location determined by Freestyle Event Services at the back of the booth. If you require the outlet(s) to be distributed or moved to any other location, material and labor charges apply. There is a minimum 1 hour charge for installation and minimum 1 hour charge for removal. Please provide a floorplan of your booth layout indicating outlet locations if specific placement is required.

Cancellations

Credits will not be made for services delivered and not used.

Name:		Phone:	
Address:	City:	State:	Zip:
Signature:		Print Name:	
Email:			
Card Type:	Card #:	Exp Date:	
Card Holder Signature:		Print Name:	
CC Billing Address:	City:	State:	Zip:



WiVi 2024
March 26-28, 2024
Paso Robles Event Center
Paso Robles, CA

TriCord Introduction Letter

Dear Exhibitor,

TriCord is pleased to advise you that we have been selected by Show Management to serve as your Official Service Contractor.

Your Exhibitor Kit contains all of the information and service order forms to ensure a successful marketing presentation. Please see the link below. The password to open this document is **2024wivi** and it is case sensitive.

[Click here to access the WiVi 2024 Exhibitor Kit](#)

Online ordering is now available. Log-in information will be automatically sent to the email address on file with the association at the time of registration. If you do not receive log-in information, or are not a registered contact, please contact us at (831)883-8600 or orders@tricord.net. To place your order online, log-in and follow the instructions. Be advised that a credit card is required to complete your order. An email will be sent confirming TriCord has received your order. The charges on your confirmation are not considered final until the show closes (material handling fees are added once freight is received and floor orders may be added.)

TriCord will still accept orders via email or fax. All orders need to be submitted with payment and exhibitor information. We do not accept orders over the phone.

To receive discounted rates, full payment must be submitted with your order, and received by the "Rental Discount Deadline" noted on the Show Information page. Orders received after that date, or without full payment will be processed at "standard pricing" as listed on the order forms. Orders paid via check or wire transfer will require a credit card on file to cover any variances with regards to material handling, labor and show site orders.

Please review our payment policies on the Payment and Exhibitor Information page. TriCord requires payment in full at the time you place your order, along with a completed credit card authorization form. Please notify your company representative scheduled to be on show site of our payment policy. No credits will be issued after the close of the show. Stop by the service desk prior to show close for concerns with charges.

We look forward to serving you from start to finish. If you need additional information or assistance with ordering, please contact our Exhibitor Services at:

Email: orders@tricord.net

Phone: (831) 883-8600

Fax: (831) 883-8686

**738 Neeson Road
Marina, CA 93933
www.tricord.net**

Thank you,
TriCord Exhibitor Service Team
View our Privacy Policy [HERE](#)

Need more help? Please email us with any questions or concerns, orders@tricord.net or call (831) 883-8600