

American Wine Society National Conference
Westfields Marriott Washington Dulles, Chantilly, VA
November 6-8th, 2025

As an Exhibitor, what will you receive?

- 1) First and foremost, exposure to a very targeted audience of wine lovers. You don't have to sell them on enjoying wine-related products or services because they already do! They are eager to see new products that they want for themselves, or as gifts for friends and relatives.
- 2) With your entry fee, you will receive an 8-ft-deep x 10-ft-wide space. Each space will have one six-foot table, one chair, and a wastebasket.
- 3) All exhibitor booths will be on the second floor, around the rotunda space close to the registration desk, and outside of the banquet hall and session rooms. Attendees will pass your booth several times each day on the way to and from activities. Spaces will be assigned on a first-come, first-served basis and every effort will be made to keep vendors with similar products separated.
- 4) Secure storage will be provided for your merchandise (within reason) when the exhibits are not open. It will be the exhibitor's responsibility to move your merchandise in and out of the storage room. Security will not be provided for the area where exhibit booths are located. Neither the American Wine Society (AWS) nor the Westfields Marriott Washington Dulles can assume any liability for lost, stolen or damaged exhibit property or merchandise before, during, or after the conference.
- 5) If you require basic electric for your booth, you may use a wall outlet and your own power strip and extension cord at no additional cost. Anything additional must be arranged, and paid for, through the Marriott.
- 6) Any additional expenses, such as parking, hotel rooms, meals, or other items not listed above, will be the responsibility of the exhibitor. Lot parking at the Westfields Marriott Washington Dulles is free.
- 7) The Westfields Marriott Washington Dulles provides general overhead lighting and standard heating/air conditioning. It does not provide drayage, labor, security service, or janitorial service during the conference.
- 8) Information on how and where to ship your materials prior to the conference will be provided on request.
- 9) Exhibits schedule:
 - Set-up: Thursday, November 6th, 12pm – 6 pm (or prior to open)
 - Exhibits open: Friday, November 7th, 8:45 am – 6 pm & Saturday, November 8th, 8:45 am – 6 pm
 - Teardown: Saturday, November 8th, 6 pm – 7 pm

Limitations: The sale or tasting of alcoholic beverages or tobacco products at exhibitor booths is prohibited. Exhibitors may not take orders for alcoholic beverages or tobacco products at their booths. AWS reserves the right to refuse a booth or shut down a booth for anyone displaying what AWS considers merchandise or information inappropriate for an AWS conference without a refund.

Liability: Exhibitor will be fully responsible for any damage to property owned by the hotel. The exhibitor agrees to defend, indemnify and hold harmless AWS and Westfields Marriott Washington Dulles, their owners, managers, officers or directors, agents, employees, subsidiaries and affiliates from damage resulting from exhibitor's use of property. Exhibitor's liability will include all losses, costs, damages, or expenses arising from or out of or by reason of any accident or bodily injury or other occurrences to any person or persons, including the exhibitor, its agents, employees, and business invitees which arise from or out of the exhibitor's occupancy and use of the exhibit premises, the hotel or any part thereof.