

## INTERNATIONAL EXHIBITORS WITHOUT REPRESENTATION IN THE U.S.

**DEADLINE FOR RECEIPT OF ALCOHOL IN WHOLESALER'S WAREHOUSE IS MARCH 1, 2019**

**If your product needs to be shipped INTO the United States for the WSWA Convention & Exposition and does not have U.S. label approval, please follow the steps below:**

- 1.** Read and follow the instructions in the WSWA Alcohol Beverage Product Handling Guidelines.
- 2.** Use either Southern Glazer's Wine and Spirits as your wholesaler to manage the paperwork and receipt of your alcohol samples for the WSWA Annual Convention & Exposition.
- 3.** Work with a customs broker to clear product for you and coordinate delivery to the selected wholesaler.
- 4.** Prepare your shipment in crush resistant packaging. WSWA, wholesalers, customs brokers, and/or Shepard are not responsible for breakage.
- 5.** Affix the appropriate destination labels to the SIDE of each case before shipping. Destination labels can be found in the Important Links section to the right.
- 6.** Complete all necessary forms by the published deadline, including a Certificate of Label Approval (COLA) waiver request.
- 7.** Pay all taxes and fees to the customs broker, Southern Glazer's and to Shepard Exposition who will receive the delivery at the hotel from the wholesaler once it clears customs.
- 8.** Complete the Alcohol Beverage Product List. This list will be used to inventory and sort your shipment once it arrives in Orlando.

### IMPORTANT LINKS COMING SOON!

- Alcohol Beverage Product Handling Guidelines
- Alcohol Beverage Product List
- Kuehne & Nagel Information

#### SOUTHERN GLAZER'S FORMS:

- General Information
- COLA Waiver Request
- General Release
- Alcohol Beverage Tax Information Sheet
- Wire Transfer Instructions
- Liquor Wholesaler Designation and Acceptance Form\*

*\* For any new brands that may not be registered*

#### DESTINATION LABELS:

- Mediterranean Ballroom Exhibit Hall
- Palazzo Ballroom Exhibit Hall
- Grande Lakes Orlando Traditional Suites
- Grande Lakes Orlando Lower Level Suites
- Taste of the Industry
- Wine & Spirits Tasting Competition

#### FOR MORE INFORMATION PLEASE CONTACT:

**SOUTHERN GLAZER'S**  
**James Gallagher, Sales Manager**  
[jgallagher@sgws.com](mailto:jgallagher@sgws.com)  
321-689-2844