



## **The Wire Association International Points System**

### **About WAI's official points system**

WAI assigns booth space to exhibitors based upon an official points system that allows companies with the highest accumulation of points to choose their locations first. A Points Meeting is held at a pre-arranged time to begin the space assignment.

### **How the points system works**

Points are earned by exhibiting companies and the ranking of total point accumulation determines the order in which booths are selected. This procedure is in effect up until a pre-publicized Point Selection Deadline—after which booths are assigned on a first-come, first-served basis.

The following parameters affect the points system:

- a. Years of exhibiting
- b. Square footage (or size) of stands
- c. Continuity of years exhibiting

Points for the system, which include exhibit space at WAI's Wire Expo and Interwire shows, are calculated as follows:

1. The base year for the initial start-up was Interwire 1983 and continues every year thereafter.
2. Twenty-five (25) points are assigned for each year of participation (including national pavilion exhibiting companies, contracting company only).
3. One (1) point is assigned for every 100 square feet (or Wire Expo unit) of stand space.
4. If the total points between exhibitors are equal and the specific booth requested is identical (by \$/square footage/location), a tie breaker will be decided by the criteria below in the order listed:
  - a. Number of years exhibiting
  - b. Continuity of years exhibiting
  - c. Lottery system
5. Points will be assigned to the exhibiting company that signs the Exhibit License. Points will not be given to co-exhibitors, or to agents signing on behalf of the exhibiting company.
6. In the event an exhibiting company is acquired, the combined company, at the time of acquisition, shall be allocated the greater of the two companies' points balance. In no case shall the companies' points be aggregated.
7. An exhibiting company is permitted to receive 25 participation points yearly, regardless of the number of its actual booths. This is in addition to an exhibiting company receiving 1-point for every 100 square feet (or Wire Expo unit) of the overall booth sizes.

**8.** Inactive companies will be removed from the system. An inactive company/exhibitor is a group that has not exhibited (at a WAI points generating event) in the past ten (10) years. If an inactive company returns, they will have no historical points.

The points system is maintained by WAI Show Management and regularly reviewed by the WAI Exhibition Planning Committee. Show Management shall assign exhibit space and reserves the right to change the location of the Exhibiting Firm's exhibit space at any time it deems such change to be in the best interest of the Exposition. The system is posted on wirenet.org.

WAI extends all reasonable efforts to maintain the accuracy of the points allocated to participant. If any discrepancies are noted, they should be brought to the attention of WAI immediately. In no case shall WAI be responsible for investigating any discrepancies beyond three years from the date of the posting. All discrepancies should be reported in writing to the Executive Director.

***Updated April 10, 2013***

***Updated June 7, 2016***