



**OHIO WHOLESALE MARKETERS ASSOCIATION  
INDIANA WHOLESALE DISTRIBUTORS ASSOCIATION  
KENTUCKY TOBACCO AND CANDY ASSOCIATION**

*and guests from the*

*West Virginia Wholesalers Association*

**August 10-12, 2011 • Omni Severin Hotel • Indianapolis, IN**

**TRI-STATE CONVENTION DEAL BOOK and EXHIBITS**

The **TRI-STATE TOBACCO AND CANDY DISTRIBUTORS CONVENTION** is the premier networking event for CEO's, buyers and other top management of convenience store wholesalers who operate in Ohio, Indiana, Kentucky and the Midwest region. Wholesalers from West Virginia will be joining this year's convention, adding to the opportunities for manufacturers and service providers to network with leading wholesalers. 2011 marks the 14<sup>th</sup> annual Tri-State Convention and with so many industry events scheduled throughout the year, **we are proud of the feedback that always ranks our event as a favorite among attendees.**

**Program Overview**

- **August 10** Welcome Reception for early arrivals
- **August 11** Tri-State Golf Tournament Horse Racing and Cigar Dinner
- **August 12** Industry and Business Sessions - Association Meetings - Farewell Reception

**Tri-State Convention DEAL BOOK**

The **TRI-STATE DEAL BOOK** is an easy way for manufacturers and brokers to offer product deals to wholesalers without incurring the expense of shipping exhibits and samples. It's a great way to generate sales, especially if the wholesalers already know your products! **The Tri-State Deal Book will be given to every wholesaler representative attending the Tri-State Convention. As an added bonus, all participants in the Deal Book will be sponsors of the Tri-State Convention's post Golf Tournament Reception.**

**Cost per Page**      \$200 for first 8.5 x 11 page • \$100 for each additional 8.5 x 11 page

**Reserve Space**      [Call or email the Indiana Wholesale Distributors Association](#)

Phone: 317-610-5997      email: [ann@centraloffice1.com](mailto:ann@centraloffice1.com)

*Provide contact person - number of pages you will including in the Deal Book - when you expect to provide the copy. We'll invoice you for payment.*

**Copy Deadline**      **August 3, 2011**

- Include in Copy**
- Instructions for Placing Orders (i.e., contact/phone number, "complete and return this order page to ...")
  - Deadline to Place Orders; we recommend a deadline a few days to a week after the convention ends so wholesalers have an opportunity to assess their inventory needs with your deals.
  - Color or Black/White Copy

**Submit Copy**      **Send camera ready copy by e-mail or regular mail to:**

Indiana Wholesale Distributors Association  
PO Box 24167 • Indianapolis, IN 46224  
email: [ann@centraloffice1.com](mailto:ann@centraloffice1.com)

**Tri-State Convention EXHIBITS**

A limited number of exhibit spaces will be in the Hospitality Center, which is the gathering place for attendees between meetings. The Center will be open on August 12.

**Cost per Space**      **Member Rate:\***      \$500 per 6-foot table

*\*members of any of the host associations*

**Non-Member Rate:** \$700 per 6-foot table

**Deadline**      **July 29, 2011**

Fee includes two "Exhibitor" badges. Additional personnel may be registered to assist at the exhibit space for \$50.00 each, unless the additional personnel are also registered for the convention.

**PAYMENT OPTIONS & INSTRUCTIONS**

- 1) Mail payment to Tri-State Convention 2011 - c/o IWDA  
PO Box 24167, Indianapolis, IN 46224 or
- 2) Fax form w/ cc information to 317-481-1825 or
- 3) Call 317-610-5997

# EXHIBITOR – DEAL BOOK REGISTRATION

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PO Box 24167, Indianapolis, IN 46224 or
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Company \_\_\_\_\_

OnSite Contact \_\_\_\_\_  
*(name badge 1)*

2nd Onsite Contact \_\_\_\_\_  
*(name badge 2)*

Address \_\_\_\_\_

City, ST, Zip \_\_\_\_\_

PH: \_\_\_\_\_

E-mail: \_\_\_\_\_

<b>Exhibitor Fee:</b>		<b>Fee \$</b> _____
<b>Extra tables</b>	@ \$35.00 ea. X _____	<b>Fee:</b> \$ _____
<b>Electrical</b>	@ \$25.00 ea. X _____	<b>Fee:</b> \$ _____
<b>Deal Book (1<sup>st</sup> 8 1/2 x 11 pg.)</b>		<b>Fee</b> \$ _____
<b>Deal Book (Each additional pg.)</b>	X _____	<b>Fee</b> \$ _____
<b>Total Due:</b>		<b>\$</b> _____

Registrations will be confirmed upon receipt with additional details.  
**Questions?**  
**Call**  
**317-610-5997**

Method of Payment: \_\_\_ Check \_\_\_ MC \_\_\_ Visa \_\_\_ AMEX

\_\_\_ Please invoice Total Payment: \$ \_\_\_\_\_

CC #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ CC Verif. #: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Signature: \_\_\_\_\_

**Be sure to return this form before August 3rd!**