



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

and guests from the  
*West Virginia Wholesalers Association*

**August 11 - 13, 2010 • The Millennium Hotel • Cincinnati, Ohio**

### ABOUT THE TRI-STATE CONVENTION

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. 2010 marks the 13<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 11<sup>th</sup>** Welcome Reception for early arrivers
- **August 12<sup>th</sup>** Tri-State Golf Tournament and Cigar Dinner
- **August 13<sup>th</sup>** Industry and Business Sessions - Association Meetings - Farewell Reception - Cincinnati Reds Game
- **Plus** Raffles, Tri-State Deal Book and Hospitality Center Exhibit Space

### SPONSOR OPPORTUNITIES

#### SPONSOR LEVELS

PLATINUM

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GOLD

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SILVER

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BRONZE

- Sponsorships range from a \$1,000 minimum for the Bronze sponsor level to a \$10,000 minimum for the Platinum sponsor level.
- Sponsors are recognized on signs at the convention, in printed convention materials, in association newsletters before and after the convention and on the convention website [www.tobaccocandyconvention.com](http://www.tobaccocandyconvention.com)
- Please note that to be recognized in the mailed registration materials, sponsorship commitments need to be received by May 15th
- Tri-State Golf Tournament Hole Sponsorships are also available for \$500 per hole

### TRI-STATE CONVENTION DEAL BOOK

The **TRI-STATE CONVENTION DEAL BOOK** was introduced in 2009 and is back this year by popular demand. Manufacturers who participated last year said the Deal Book is a great way to support the convention and generate sales without incurring exhibit expenses, and the distributors appreciated both the deal savings and being able to place orders up to a few days after the Convention. Refer to the **Tri-State Tobacco and Candy Distributors Convention Deal Book and Exhibit Space Information Sheet and Reservation Form** for details. Deal Book participants will be recognized in printed convention materials, in association newsletters before and after the convention and on the convention website [www.tobaccocandyconvention.com](http://www.tobaccocandyconvention.com). All participants in the Deal Book will also be sponsors of the Tri-State Convention's post Golf Tournament Reception.

### TRI-STATE CONVENTION EXHIBITS

If you prefer to exhibit your products instead of or to complement participating in the Deal Book, the Tri-State Convention will feature a limited number of exhibit spaces in the Hospitality Center. The Hospitality Center is where convention attendees gather for breaks and their own meetings with suppliers and distributors. The Center will be open on August 12<sup>th</sup> and 13<sup>th</sup>, with most activity expected on August 13<sup>th</sup>. Refer to the **Tri-State Tobacco and Candy Distributors Convention Deal Book and Exhibit Space Information Sheet and Reservation Form** for details. Exhibitors will be recognized in printed convention materials, in association newsletters before and after the convention and on the convention website [www.tobaccocandyconvention.com](http://www.tobaccocandyconvention.com)

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**For more information about**

**Sponsorships • Deal Book • Exhibits**

**contact the**

**Ohio Wholesale Marketers Association**

phone: 614-224-3435 • email: [owma@att.net](mailto:owma@att.net)

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Ohio Wholesale Marketers Association • Indiana Wholesale Distributors Association  
Kentucky Tobacco and Candy Association  
and guests from the West Virginia Wholesalers Association  
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## TRI-STATE CONVENTION DEAL BOOK and EXHIBITS Information and Reservation Form

### GENERAL INFORMATION

CEOs, buyers and other top management of Ohio, Indiana, Kentucky and West Virginia wholesalers will be attending the Tri-State Tobacco and Candy Distributors Convention, making it a **great opportunity for manufacturers and service providers to promote their products in the Tri-State Deal Book and/or at a Hospitality Center Exhibit.**

### 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.**

<b>Cost per Page</b>	<b>\$200 for first page • \$100 for each additional page</b>
<b>Reserve Space</b>	<b>Call or email the Ohio Wholesale Marketers Association</b> Phone: 614-224-3435 email: <a href="mailto:owma@att.net">owma@att.net</a> <i>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.</i>
<b>Copy Deadline</b>	<b>July 30, 2010</b>
<b>Include in Copy</b>	<ul style="list-style-type: none"><li>• Instructions for Placing Orders, ie contact/phone number, "complete and return this order page to ..."</li><li>• 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.</li><li>• Color or Black/ White Copy</li></ul>
<b>Submit Copy To</b>	<b>Send camera ready copy by email or regular mail to:</b> Ohio Wholesale Marketers Association 88 E. Broad Street, Suite 1240 • Columbus OH 43215 email: <a href="mailto:owma@att.net">owma@att.net</a>

### 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<sup>th</sup> and 13<sup>th</sup>, with most activity expected on August 13<sup>th</sup>.

<b>Cost per Space</b>	<b>Member Rate*</b> \$500 per 6-foot table *members of any of the host associations	<small>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.</small>
	<b>Non-Member Rate</b> \$700 per 6-foot table	
<b>Reserve Space</b>	<b>Call or email the Ohio Wholesale Marketers Association</b> Phone: 614-224-3435 email: <a href="mailto:owma@att.net">owma@att.net</a> <i>Provide contact person - number of spaces you are reserving – electrical needs, etc. We'll invoice you for payment.</i>	
<b>Reserve Deadline</b>	<b>July 30, 2010</b>	

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**QUESTIONS ?**

contact the

**Ohio Wholesale Marketers Association**  
phone: 614-224-3435 • email: [owma@att.net](mailto:owma@att.net)

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