



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

*and guests from the
West Virginia Wholesalers Association*

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

ABOUT THE TRI-STATE CONVENTION

The **TRI-STATE TOBACCO AND CANDY DISTRIBUTORS CONVENTION** is the premier networking event for CEOs, 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 14th 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 and Cigar Dinner
- **August 12** Industry and Business Sessions - Association Meetings - Farewell Reception
- **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
- Please note that to be recognized in the mailed registration materials, sponsorship commitments need to be received by May 14
- 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 again 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. 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 11 and 12, with most activity expected on August 12. 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

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For more information about

Sponsorships • Deal Book • Exhibits

contact the

Indiana Wholesale Distributors Association

phone: 317-610-5997 • email: ann@centraloffice1.com

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Indiana Wholesale Distributors Association • Ohio Wholesale Marketers Association
Kentucky Tobacco and Candy 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.**

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 <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>
Copy Deadline	July 29, 2011
Include in Copy	<ul style="list-style-type: none">• 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 email or regular mail to: Indiana Wholesale Distributors Association PO BOX 24167 • Indianapolis, IN 46224 email: 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 11 and 12, with most activity expected on August 12.

Cost per Space	Member Rate* \$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>
	Non-Member Rate \$700 per 6-foot table	
Reserve Space	Call or email the Indiana Wholesale Distributors Association Phone: 317-610-5997 email: ann@centraloffice1.com <i>Provide contact person - number of spaces you are reserving – electrical needs, etc.</i> <i>We'll invoice you for payment.</i>	
Reservation Deadline: July 29, 2011		

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QUESTIONS?

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