

# SURVIVING THE JUNGLE!

Stamping

FDA

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XYZ DISTRIBUTING COMPANY

Smoking Bans

Regulation



12th Annual Tri State Convention  
August 12-14, 2009  
Belterra Casino Resort and Spa  
Belterra, IN

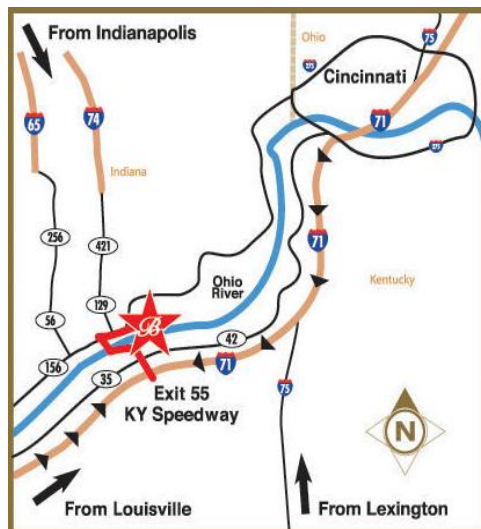
## TRI-STATE 2009 - LOCATION

### 12th ANNUAL TRI STATE CONVENTION August 12-14, 2009



Presented by the  
**KENTUCKY TOBACCO & CANDY ASSOCIATION**  
**OHIO WHOLESALE MARKETERS ASSOCIATION**  
**INDIANA WHOLESALE DISTRIBUTORS ASSOCIATION**

### ACCOMMODATIONS & HOTEL INFORMATION:



#### Belterra Casino Resort & Spa

777 Belterra Drive  
Belterra, IN 47020

A block of rooms has been reserved at Belterra Casino for the Tri-State Convention at **\$119/nt** for Wednesday and Thursday and **\$129/nt** for Friday plus state and local taxes for single/double occupancy. Please contact Belterra directly to make rooms reservations by calling **1-888-235-8377**. Refer to **GROUP CODE C85087** to receive the **Tri-State rate**. **PLEASE NOTE** reservations must be made prior to **July 29, 2009**.

*Belterra is located less than a one-hour drive from Cincinnati, Ohio slightly more than a one hour drive from Louisville, Kentucky and less than a two-hour drive from Indianapolis, Indiana. The casino is located in Switzerland County, Indiana and is just 5 minutes from the Kentucky Speedway.*

### EXHIBITOR INFORMATION

#### NO-SHOW TRADE SHOW

A “no show” trade show means that we will print your show deals in a catalog format to be distributed to all wholesalers attending the convention. Vendors must furnish the Tri-State (KTCA) with a camera-ready copy for each page to be printed in the catalog. Camera-ready copy is due by July 13, 2009. Be sure to include a deadline date and for customers to mention Tri-State promo to be eligible for the discount. The cost for the first page is \$200 and each additional page \$100. All participants will be named as sponsors of the golf reception immediately following the tournament.

### THANK YOU TO EARLY CONVENTION SPONSORS!!!

**ALTADIS, U.S.A**  
**NATIONAL TOBACCO CO.**  
**R.J. REYNOLDS TOBACCO**

**THE HERSHEY COMPANY**  
**PHILIP MORRIS, USA**  
**SWEDISH MATCH, N.A.**

# TRI-STATE 2009 - SURVIVAL AGENDA!

\*\*\*\*ALL TIMES LISTED AS EASTERN DAYLIGHT TIME\*\*\*\*

## WEDNESDAY - WELCOME

6:00 PM - WELCOME RECEPTION—Greet old friends; make new friends!

## THURSDAY - GOLF - CIGAR DINNER - REGISTRATION - HOSPITALITY CENTER SILENT AUCTION

7:00 AM: Buffet Breakfast for all with Silent Auction open

9:00 AM: Golf Tournament start (includes lunch—carts—beverage carts—reception—awards)

2:00 PM Registration—Hospitality Center—Silent Auction Open as golfers come off course

6:30 PM: COCKTAIL RECEPTION & CIGAR DINNER - *Hosted by Altadis, U.S.A*

## FRIDAY - PANEL DISCUSSION - SESSIONS - ASSOC. MEETING - GALA GETAWAY

7:00 AM: Registration—Hospitality Center—Silent Auction open through lunch

7:00 AM: Buffet Breakfast

8:30 AM: FDA Panel Discussion

Michael Shannon—Lorillard Tobacco Company

Dave Riser—R.J. Reynolds Tobacco Company

Invited—Philip Morris, USA

10:00 AM: Licensing—Enforcement—MSA

Tom Miller—Commissioner, KY Dept. Revenue

Michael Plumley—Assistant Attorney General

11:00 AM: Cigarette Tax Stamping

Bruce DeBoer—Red Stamp

Invited—Meyercord

12:00 PM: Lunch and Hershey Sundae Bar

Rick Russell, Esq.—Director, Hershey State and Local Government Relations

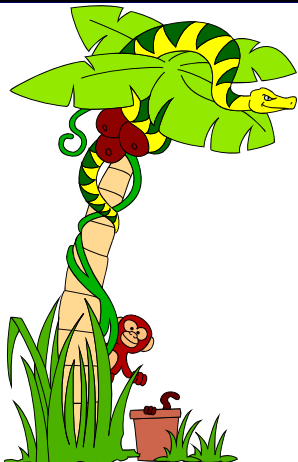
1:30 PM: Speaker—Tom Wurtz—Leadership and Profit Coach

and BINGO for Spouses—*Hosted by Philip Morris, USA*

3:00 PM: Association Meetings

5:00 PM: “GALA GETAWAY” Reception (5:00—7:00 PM)

## TRI-STATE REGISTRATION INFORMATION - please register before August 5th!



### 4 ways to register for the 2009 Tri-State Tobacco & Candy Distributors Convention!

\*\*\*\*\*OPTIONAL CREDIT CARD PAYMENT!\*\*\*\*\*

- 1) Register online at [www.tobaccocandyconvention.com](http://www.tobaccocandyconvention.com)
- 2) Complete the enclosed registration form and return it by mail to:  
**TRI STATE CONVENTION 2009**  
c/o KTCA - 621 Zorn Ave, Suite G6, Louisville, KY 40206
- 3) Fax a copy of the enclosed registration to 502-894-4498
- 4) Call Marvin at 502-893-0761 to register over the phone

**12<sup>th</sup> ANNUAL TRI-STATE TOBACCO AND CANDY DISTRIBUTORS CONVENTION - AUGUST 12-14, 2009**  
**BELTERRA – BELTERRA, INDIANA - Questions? Call KTCA 502-893-0761**

COMPANY CONTACT: \_\_\_\_\_  
 COMPANY: \_\_\_\_\_  
 ADDRESS: \_\_\_\_\_  
 CITY: \_\_\_\_\_ ST: \_\_\_\_\_ ZIP \_\_\_\_\_  
 PH: \_\_\_\_\_ FAX: \_\_\_\_\_  
 E-MAIL: \_\_\_\_\_

**COMPANY TYPE**

\_\_\_\_ Distributor  
 \_\_\_\_ Broker  
 \_\_\_\_ Manufacturer  
 \_\_\_\_ Other

**BASIC FEE** (Includes Registration, Welcome Reception, Sessions, Friday breakfast, lunch, & Gala Getaway Reception & more!)  
 PLEASE NOTE – Basic fee **does not** include Cigar Dinner or Golf)

TYPE OF ATTENDEE (Discount incentive for bringing additional staff or employees!)	Registration Fee (ea)	# of registrants	TOTAL DUE
1 <sup>st</sup> Distributor <b>Member</b> (IN, OH, KY)	\$225		
Additional Distributor Member Employee(s)	\$150	X	
Distributor <b>Non-Member</b> (s)	\$325	X	
1 <sup>st</sup> Affiliate-Associate-Broker or Manufacturer <b>Member</b>	\$250		
Additional Affiliate-Associate-Broker or Manufacturer <b>Member(s)</b>	\$150	X	
<b>Non-Member</b> Broker, Supplier or Manufacturer	\$325	X	
Spouse/Guest(s) ( <i>does not apply to additional employees</i> )	\$ 75	X	
<b>Total Due</b>			\$

**OPTIONAL EVENTS**

Optional Events or Individual Meals	PRICE PP	# of registrants	TOTAL DUE
Golf Tournament ( <i>per totals from page 6</i> )	-----		
Thursday Cigar Dinner	<b>\$ 85</b>	X	
<b>Total Due</b>			\$

*Help us plan accurate counts for all meals. Please check all meals & sessions registrant(s) will attend.*

REGISTRANT'S NAME OR NICK NAME FOR BADGE	REGISTRANT'S FULL NAME	Wed. Welcome Reception	GOLF	Cigar Dinner	Friday Bkfst.	Friday Lunch	Friday Gala Get-away	Friday Sessions	BINGO

**PAYMENT INFORMATION**

Total Reg. Fees:\$ \_\_\_\_\_ Total Optional Event Fees:\$ \_\_\_\_\_  
 Payment Method: \_\_\_\_ Check \_\_\_\_ Visa \_\_\_\_ MC (*Make check payable to Tri-State Convention 2009*)  
 Card #: \_\_\_\_\_ Exp. Date \_\_\_\_\_  
 Credit Card Verification # : \_\_\_\_\_ Cardholder Name: \_\_\_\_\_  
 Cardholder Signature: \_\_\_\_\_

Hotel Policies: Please contact Belterra directly to make rooms reservations by calling **1-888-235-8377**. Refer to **GROUP CODE C85087** to receive the Tri-State rate. **PLEASE NOTE** reservations must be made prior to **July 29, 2009**.

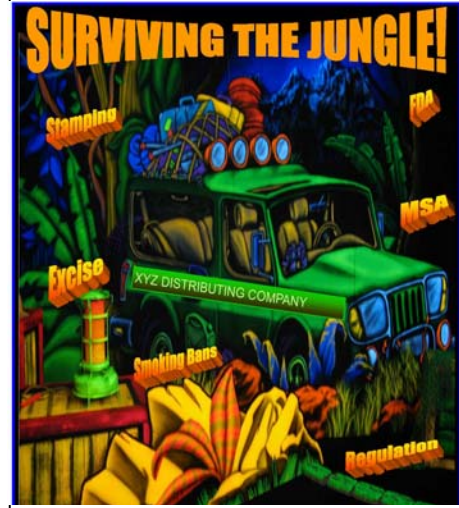


# 2009 SILENT AUCTION DONATION FORM

Proceeds from the Silent Auction benefit:

- Ohio Wholesale Marketers Association College Scholarship Fund
- Indiana Wholesale Distributors Association
- Kentucky Tobacco and Candy Association

Everyone is welcome and encouraged to donate to the 2009 SILENT AUCTION. The more donations the more fun...



## DONATIONS ARE NEEDED!!!

Consider donating an item or more for this year's silent auction.

Here are some ideas...

- Cigar collectables
- Crystal
- Company merchandise
- Jewelry
- Electronics
- Event ticket
- Sporting Items
- Gift baskets
- Gift certificates

THE SILENT AUCTION TAKES PLACE  
Thursday & Friday, August 13 & 14, 2009

## WINNING BIDS

Posted at Lunch  
AT NOON

## ITEM PICK UP

FRIDAY Registration Desk after Lunch  
PAYMENT OPTIONS  
CASH - CHECK - CC - INVOICE

Your Name: \_\_\_\_\_

Company Name: \_\_\_\_\_

Phone: \_\_\_\_\_

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

Brief Description (along with estimated value, if know) of item being donated:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

I will bring the donation with me to the Tri State Convention

My donation will be shipped to the Tri-State Office (KTCA) for delivery before August 7th

**TRI STATE CONVENTION 2009**  
**c/o KTCA - 621 Zorn Ave, Suite G6, Louisville, KY 40206**  
**PH: 502-893-0761**

# 2009 TRI-STATE GOLF OUTING SPONSORSHIP & PARTICIPATION COMMITMENT

THURSDAY – AUGUST 13, 2009

BELTERRA GOLF COURSE

9:00 AM – GOLF & LUNCH ON THE COURSE



## Individual Participation – PAR LEVEL

(includes green fees, golf cart, luncheon, & refreshment cart)

\_\_\_ Golfer(s) X \$175 \_\_\_\_\_ = \$

## Gift & Prize Donations

\_\_\_ Yes, I would like to donate a gift worth \$50 or more.

Description:

## Golf Sponsorships

\_\_\_ \$500 Golf Hole Sponsor

\_\_\_ \$1000 Lunch Sponsor

\_\_\_ \$1000 Beverage Cart Sponsor (2)

\_\_\_ I will bring (prizes) to the Golf Outing.

Company Name for Sponsorship: \_\_\_\_\_

Special Requests? \_\_\_\_\_

Preferred Playing Partners? \_\_\_\_\_

(We will try to accommodate pairing requests)

\_\_\_ I prefer to ship items to  
Tri-State Office – c/o KTCA  
621 Zorn Ave, Suite 66  
Louisville, KY 40206

**Player(s)**

**Handicap**

**Cost**

1.		
2.		
3.		
4.		

Total Sponsor Fees: \$ \_\_\_\_\_

Total Individual Entry Fees: \$ \_\_\_\_\_

Total Golf Fees: \$ \_\_\_\_\_

### INSTRUCTIONS:

Please complete information above and insert fee totals along with contact information on page 4.

Questions? Call 502-893-0761

# SPONSORSHIP & EXHIBITOR OPPORTUNITIES

## EXHIBITORS

### NO-SHOW TRADE SHOW

A "No Show" trade show means that we will print your show deals in a catalog or booklet format (8 1/2 x 11) to be distributed to all wholesalers attending the convention. Vendors must furnish the Tri-State (KTCA) with camera-ready copy for each page to be printed in the catalog. Camera-ready copy is due by July 13, 2009 to be included in the catalog. Be sure to include a deadline date (suggested date August 21, 2009) and for customers to mention "Tri-State Promo" to be eligible for the discount. The cost for the first page is \$200 and each additional page is \$100. **All participants will be named as sponsors** of the golf reception immediately following the tournament. For more information and a sample copy, please contact KTCA.

## BENEFITS:

Maximize your exposure as a Tri-State Exhibitor or Sponsor. Benefits includes recognition on all signage as well as all onsite materials. In addition, sponsors receive verbal recognition through-out the Convention. Most importantly, sponsorship helps strengthen the Tri-State Associations to better serve and represent the Tobacco and Candy Industry. Your support matters!

## SPONSORSHIP OPPORTUNITY (SEE Right Column)

**Don't forget to register for Golf and the Cigar Dinner!**

## EXHIBITOR/SPONSOR REGISTRATION & COMMITMENT

Please select: \_\_\_ Sponsor Only \_\_\_ Sponsor & Catalog \_\_\_ Catalog Only

Sponsor Level: \_\_\_\_\_ Amount: \$ \_\_\_\_\_

Catalog—Number of Pages: \_\_\_\_\_ Amount: \$ \_\_\_\_\_

Company \_\_\_\_\_

Contact Name \_\_\_\_\_

Address \_\_\_\_\_

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

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

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

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

## SPONSORSHIP LEVELS:

### Platinum Level

Minimum \$10,000 Sponsorship

### Gold Level

Above \$5000 & Up to Platinum Amount

### Silver Level

\$2500—\$5000

### Bronze Level

Under \$2500

Sponsors will be identified in program and signs at all events based on sponsorship level; recognized in association publications before and after the convention.

## PAYMENT OPTIONS & INSTRUCTIONS

- 1) Mail payment to Tri-State Convention 2009 -  
c/o KTCA ~ 621 Zorn Ave, Suite G6, Louisville, KY 40206 or
- 2) Fax form w/ cc information to 317-481-1825 or
- 3) Call 502-893-0761

Method of Payment: \_\_\_ check \_\_\_ MC \_\_\_ Visa \_\_\_ Please invoice Total Payment: \$ \_\_\_\_\_

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

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

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

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

**Be sure to return this form before July 13th!**



KTCA  
621 Zorn Ave, Suite G6  
Louisville, KY 460206  
www.tobaccocandyconvention.com  
PH: 502-893-0761 ~ FAX: 502-894-4498

**TRI-STATE CONVENTION  
BELTERRA CASINO  
AUGUST 12-14, 2009**



**2009 Convention Information  
and  
Registration Forms**

# **SURVIVING THE JUNGLE!**

**REGISTER TODAY**

At [www.tobaccocandyconvention.com](http://www.tobaccocandyconvention.com)

Or call 502-893-0761

