



IWPA'S
World of Wood
CONVENTION 2018
 NEW ORLEANS • LOUISIANA • USA • MARCH 14 – 16



**International Wood Products Association 62nd
 World of Wood Annual Convention MARCH 14–16, 2018**

Be sure to register and make your hotel reservations by December 17 for the best rates!

The IWPA Annual Convention provides access to over 300 importers, U.S. manufacturers, exporters, wholesalers, offshore suppliers and service providers of wood products from nearly 30 countries. As an attendee, you will experience informative educational sessions, fun activities and networking events. Get new ideas for your business, important market intelligence and opportunities to network with colleagues from around the globe.

IWPA offers several options to enhance your registration with a sponsorship or table top exhibit space. New this year, we also have the Supplier-Importer Exchange to help make connections between overseas suppliers and North American importers.

Special Recognition to our Lead Sponsor –
 Holland Southwest International



SPONSORSHIP LEVELS

SPONSORSHIP & EXHIBITOR OPPORTUNITIES

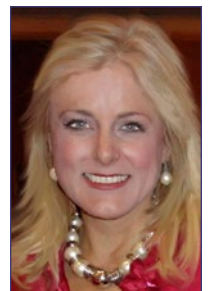
ONLINE • ONSITE • IN PRINT

As an IWPA convention sponsor or exhibitor, you will receive year-round visibility. Depending on your sponsorship level, your company will enjoy great benefits from being listed in IWPA convention emails and handouts, along with special recognition at the Convention and an exclusive invitation to the Board of Directors reception. All sponsors will be recognized at their level of sponsorship.

LEAD KEYNOTE SPONSOR: MARY KELLY – \$7,500 (SOLD)

Master Your Wood Products World

Mary is an internationally known economist and leadership expert specializing in leadership, productivity, communication, and business profit growth. She has been featured in hundreds of periodicals, including *Forbes*, *Money Magazine*, *Entrepreneur*, and the *Wall Street Journal*. Mary has authored 11 books, including award winning and best selling *Master Your World: Executive Leadership Strategies* and *15 Ways to Grow Your Business in any Economy*.



A former university business and economics professor, Mary combines theory and practicality with extensive experience in human resources, finance, insurance, organizational leadership, and strategic planning. She focuses on building successful strategies for business leaders at all levels of an organization.

GOLD SPONSOR – \$5,000 (LIMITED)

Includes complimentary registration for 2 delegates and spouses, company logo on convention notepad, and opportunity to place materials in conference tote bag.

Choice of exclusive sponsorship and recognition integrated into one of these:

- All Networking Breaks
- Supplier-Importer Exchange Host (*See below for more information*)
- Passing the Gavel Reception & Dinner
- Conference Tote Bags & Charging Station (*a place to connect & juice up your devices*)

sponsorship levels continued on following page.

Sponsorship levels continued from previous page.

SILVER SPONSOR – \$3,000 (LIMITED)

Includes one complimentary registration and company logo on convention notepad.

Choice of exclusive sponsorship of **one** of these:

- President's Reception – Bar
- President's Reception – Food
- Continental Breakfast – Thursday, March 15
- Continental Breakfast – Friday, March 16
- Lanyards
- Attendee Gift
- Golf Event

SAZERAC RECEPTION SPONSOR – \$2,500 (EXCLUSIVE)

America's first cocktail is the Sazerac - a New Orleans legend. Sazerac Rye Whiskey with Peychaud's Bitters and a crushed sugar cube, garnished with an absinthe rinse and lemon twist. It all comes together for a perfect drink. Sponsorship of this reception will include special recognition integrated into the event.



SECOND LINE PARADE – \$2,500

Lead the revelers in parade as we make our way from the Hotel Monteleone to our closing Passing the Gavel reception and dinner. Our crowd will be joined by stilt-walkers and a brass band as we celebrate the closing of the 62nd Annual World of Wood Convention. Sponsorship of the parade will include special recognition integrated into the event.



BRONZE SPONSOR – \$1,500

Choice of exclusive sponsorship of **one** of these:

- Coffee Station
- Pocket Schedule

EXHIBIT TABLE SPONSOR – \$995

Includes:

- Exhibition space (approx. 10' x 10').
- Table and furnishings for literature.
- Small samples display in the networking lounge or general session hall for 2 full days; signage.
- Listed on IWPA Exhibit Table Sponsors webpage.
- Company name and description in the convention schedule.
- One complimentary table at the Supplier-Importer Exchange.

SUPPLIER-IMPORTER EXCHANGE

Brand new in 2018, this is a great opportunity to forge business-to-business connections and for importers to find overseas suppliers that meet their needs. This 90-minute lunch event will feature a limited number of overseas suppliers showcasing their products. Importers are encouraged to attend the event, briefly meet with suppliers of interest, and schedule follow-up meetings later during the convention.

• SUPPLIER-IMPORTER EXCHANGE HOST (GOLD SPONSOR – \$5,000)

Kick off the 90-minute event and increase your visibility through a special call-out on program materials and room signage, in addition to other Gold Sponsor benefits.

• OVERSEAS SUPPLIER TABLE SPONSOR – \$195

Advance your brand and make connections with importers. Participation can augment the value of an exhibit table.

SUPPORTING SPONSOR – \$1,000

Open to all companies who would like to contribute to the convention which will include recognition throughout the convention, listing on the website, handouts and in between presentations.

SPONSORSHIP OF PRESIDENT'S 3K FUN RUN/WALK – \$500.00 (plus cost of t-shirts)

Open to all companies who would like to contribute to the convention. Includes recognition throughout the convention, listing on the website, handouts and in between presentations. Friday, March 16th 7:00-7:30a.m.

2018 IWPA CONVENTION SCHEDULE

TUESDAY, MARCH 13

- 10:00 – 11:30 am Executive Committee Meeting (CLOSED)
- 11:30 am – 1:30 pm Executive Committee Lunch (CLOSED)
- 2:00 – 5:00 pm Board of Directors Meeting (CLOSED)
- 5:30 – 6:30 pm Board of Directors & Sponsors Reception (CLOSED)

WEDNESDAY, MARCH 14

- 7:00 am – 1:00 pm IWPA Annual Golf Classic (OPTIONAL)
- 5:30 – 6:00 pm Spouse & Guest Reception
- 6:00 – 7:30 pm President's Opening Reception

THURSDAY, MARCH 15

- 8:00 – 9:00 am Networking Breakfast with Exhibits
- 9:00 am – 2:00 pm Spouse Program: New Orleans Walking Tour & Lunch at the Iconic Antoine's (OPTIONAL)
- 9:00 – 9:45 am Opening Welcome & Business Session: Cindy Squires – EXECUTIVE DIRECTOR Joann Gillebaard Keller – BOARD PRESIDENT
- 9:45 – 10:45 am **Keynote Speaker:** RENOWNED ECONOMIST AND BROWN BROTHERS HARRIMAN SENIOR VICE PRESIDENT, INVESTOR SERVICES
- 10:45 – 11:00 am Networking Break with Exhibits
- 11:00 – 11:45 am General Session II
- Noon – 1:30 pm **Supplier-Importer Exchange and Lunch**
- 1:30 – 2:45 pm General Session III
- 2:45 – 3:00 pm Networking Break with Exhibits
- 3:00 – 4:30 pm General Session IV
- 5:30 – 6:30 pm Networking Reception – Come enjoy a Sazerac, the official drink of New Orleans!

FRIDAY, MARCH 16

- 7:00 – 7:30 am President's 3K Fun Run / Walk
- 8:00 – 9:00 am Networking Breakfast with Exhibits
- 9:00 – 10:00 am **Keynote Speaker: Mary Kelly – MASTER YOUR WOOD PRODUCTS WORLD**
- 10:00 – 10:15 am Networking Break with Exhibits
- 10:15 – Noon General Session VI
- Noon – 2:00 pm Lunch on own
- 12:15 – 2:00 pm IWPA Past President's Luncheon (CLOSED)
- 2:00 – 4:30 pm Committee Meetings / Educational Sessions
- 2:00 – 4:30 pm **Mary Kelly – LEADING GROWTH IN YOUR WOOD PRODUCTS WORLD**
- 5:00 – 6:00 pm IWPA PAC Appreciation Reception (BY INVITATION)
- 6:15 – 7:00 pm Second Line Parade
- 7:00 – 10:00 pm Passing the Gavel Reception and Banquet



HOTEL RESERVATIONS

Hotel Monteleone

214 Royal Street
New Orleans, LA 70130 USA
Phone: +1-866-338-4684



Experience history in this family-owned and operated hotel, first built in 1886. The hotel has 600 guest rooms, including 50 suites, the iconic Carousel Piano Bar & Lounge, a heated rooftop swimming pool, exercise facility, business center, and valet parking. Attendees may make their hotel reservations online or call the hotel directly at +1-866-338-4684. IWPA has reserved a block of rooms at a special IWPA group rate of \$239.00 for a standard room.



Reservations must be made by February 12, 2018 to receive this rate.

Make your hotel reservations early to secure your room leading up to St. Patrick's Day weekend.

BE AWARE OF THIRD PARTY SCAMMERS

Please be cautious of third-party companies who claim themselves as travel agents, wholesalers or destination management companies to book your hotel room at the Hotel Monteleone.

IWPA does not endorse any hotel reservation sources other than through our website link or contacting the Hotel Monteleone directly. **Do not accept hotel reservations from any third party source.**

If you receive a phone call or email of a third party company attempting to book your hotel reservations, please contact our office at 703-820-6696.

Cancellation Policy

All cancellations must be received by March 7, 2018. **Registration refunds prior to March 7, 2018 are subject to a \$100 administrative fee.**

No refunds will be made for requests received after that date. If you are unable to attend, you may substitute someone in your place.

Cancellations must be received in writing by email: membership@iwpaawood.org or by fax: (703-820-8550 ATTN: Matt Buechner), or by US mail: (4214 King Street, Alexandria, VA 22302, ATTN: Matt Buechner).

Refunds will be processed after the convention.

OPTIONAL ACTIVITIES



WEDNESDAY, MARCH 14

IWPA Annual Golf Classic at Bayou Oaks City Park

6:30am – 1pm • \$89 per player • Golf Club Rental: \$59

Prepare yourself for an unparalleled golfing experience, designed by world-renowned golf course architect Rees Jones and Greg Muirhead of Rees Jones Inc., in association with Torre Design Consortium. The 18-hole course boasts 46 bunkers and is designed to accommodate players of all levels from amateur to professional.

Transportation and refreshments included.

Early registration is recommended.

Only 24 slots are available on a first come, first served basis



WEDNESDAY, MARCH 15

Spouse Program: New Orleans Walking Tour and Lunch at the Iconic Antoine's Restaurant

9:00 am – 2:00 pm • \$79.00 per person

There is nothing generic about New Orleans. Join this private, 2-hour walking tour and experience the magic, culture, and the spirit of the French Quarter. Explore some of the most interesting, mysterious, and historic places that the city has to offer, including essential architectural points of interest and historical influences.

Finish your tour of the Crescent City in one of the private dining rooms at the iconic Antoine's Restaurant. This restaurant boasts a 177 year-old legacy and is still owned and operated by fifth generation relatives of the original founder, Antoine Alciatore. The world-renowned French-Creole



cuisine, impeccable service, and unique atmosphere have combined to create an unmatched dining experience in New Orleans since 1840.

Lunch included.

Please wear comfortable shoes.

Early registration is recommended.

DELEGATE REGISTRATION / SPONSORSHIP FORM



IWPA will publish your company information on registration lists. Please complete this optional section with 25 words or less. IWPA reserves the right to edit if description is too long.

- Please check to repeat last year's verbiage.
- Please check to write a new description below:

Please complete and return to IWPA with payment information.
Please use a separate form for each primary delegate.

FIRST NAME: _____

LAST NAME: _____

NAME FOR BADGE: _____

SPOUSE NAME: _____

YOUTH NAME(S): _____

COMPANY NAME: _____

ADDRESS: _____

CITY: _____

STATE / PROVINCE: _____

ZIP/POSTAL CODE: _____

COUNTRY: _____

PHONE: _____

FAX: _____

EMAIL (published on registration lists): _____

REGISTRANT TYPE	EARLY BIRD BY DECEMBER 18	REGULAR RATE BY FEBRUARY 12	LATE RATE AFTER FEBRUARY 12
<input type="checkbox"/> USA/Canada-based delegate – IWPA Member	<input type="checkbox"/> \$695	<input type="checkbox"/> \$795	<input type="checkbox"/> \$895
<input type="checkbox"/> USA/Canada-based delegate – Non-Member	<input type="checkbox"/> \$995	<input type="checkbox"/> \$1,095	<input type="checkbox"/> \$1,195
<input type="checkbox"/> Overseas-based delegate – (Member or Non-Member)	<input type="checkbox"/> \$495	<input type="checkbox"/> \$595	<input type="checkbox"/> \$695
<input type="checkbox"/> Spouse/Youth(s) over 18	<input type="checkbox"/> \$195 x _____	<input type="checkbox"/> \$195 x _____	<input type="checkbox"/> \$195 x _____
<input type="checkbox"/> Youth(s) under 18	<input type="checkbox"/> NC	<input type="checkbox"/> NC	<input type="checkbox"/> NC

SUBTOTAL: _____

CONVENTION SPONSORSHIP LEVEL	
<input type="checkbox"/> Gold Level	<input type="checkbox"/> \$5,000
<input type="checkbox"/> Silver Level	<input type="checkbox"/> \$3,000
<input type="checkbox"/> Sazerac Reception	<input type="checkbox"/> \$2,500
<input type="checkbox"/> Second Line Parade	<input type="checkbox"/> \$2,500
<input type="checkbox"/> Bronze Level	<input type="checkbox"/> \$1,500
<input type="checkbox"/> Supporting Sponsor	<input type="checkbox"/> \$1,000
<input type="checkbox"/> Exhibit Table Sponsor	<input type="checkbox"/> \$ 995
<input type="checkbox"/> President's 3K Fun Run/Walk	<input type="checkbox"/> \$ 500 (+ cost of shirts)
<input type="checkbox"/> Supplier-Importer Exchange Overseas Supplier Table Sponsor	<input type="checkbox"/> \$ 195

SUBTOTAL: _____

OPTIONAL ACTIVITIES	
<input type="checkbox"/> IWPA Golf Classic <i>Wednesday March 14</i>	<input type="checkbox"/> \$ 89
<input type="checkbox"/> Rental Golf Clubs	<input type="checkbox"/> \$ 59
<input type="checkbox"/> Spouse Program: New Orleans Walking Tour and Lunch at the Iconic Antoine's Restaurant <i>Thursday, April 6</i>	<input type="checkbox"/> \$ 79

SUBTOTAL: _____

REGISTRANT SUBTOTAL: \$ _____

SPONSORSHIP SUBTOTAL: \$ _____

OPTIONAL ACTIVITIES SUBTOTAL: \$ _____

TOTAL FEES: \$

PAYMENT INFORMATION

Check enclosed made payable to IWPA

Please charge credit card (MC/VISA/American Express)

Card #: _____

Exp. Date: _____ CVC Code (required): _____

Name on Card: _____

Signature: _____

NOTE: Convention registration is open to wood products industry members and service providers only. Registration includes admission to all general sessions and IWPA receptions and other meal functions.

All optional events (e.g. Golfing and New Orleans tour) require separate fees. All children and youth (under 18) will automatically receive a free registration. Please include their names on this form. For security reasons, badges must be worn at all IWPA functions and will be checked by hotel staff.