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Pennsylvania & Indiana Lumbermens Mutual Insurance Companies

PRESENT

COMING

FEBRUARY 2016

LET'S MAKE A DEAL

118th Annual Convention and Exposition

February 2-4, 2016

Marriott Downtown • Indianapolis, Indiana

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WELCOME

Let's Make A Deal

Everyone will come out a winner at the 118th Annual IHLA Convention and Exposition. Over 900 hardwood industry professionals will be looking to make deals in Indianapolis on February 2-4, 2016. Your ticket to the show will include networking, education and a packed hall full of customers, prospects and vendors, all easy to find in one location. Come for the Primetime Welcome Reception, and stay for the grand prize giveaway at our Thursday evening Big Deal Reception. For after hours entertaining, Indy offers dozens of upscale and casual restaurants within walking distance.

Monty's Hall

All contestants are welcome in Monty's Exhibit Hall. Check out the 2016 IHLA exhibitors showcasing their latest hardwood products and services. Comparison shop, see what is new and add some new names to your game plan.

BiG Deal of the Day

The Big Deal of the Day

One lucky person is guaranteed to win $10,000 by entering our state-licensed grand prize raffle, sponsored by Pennsylvania & Indiana Lumbermens Mutual Insurance Companies. Enter once, or enter often – the proceeds support IHLA's worthy causes, such as the Hardwood Federation, Indiana Tree Farm, The Woodland Steward and more.

Traders' Lounge

Take a commercial break and visit our Traders' Lounge located in the exhibit hall. It's a great place to visit with friends and colleagues and enjoy a cold beverage.

"Mistapalooza!"

Get "Feisty" after dinner with live music and drinks, as we celebrate the following day's induction of Mista Feist as IHLA president. The party will get started around 9:00 p.m., allowing you time to entertain clients or go to dinner before returning to the Marriott for camaraderie and lots of fun. No need to go anywhere else – this will be the place to be! A party for the ages.

The Green Room

Ladies can enjoy some pampering in the IHLA Green Room on Thursday. Sign up soon as spots are limited.

The Big Deal Reception

Be sure to stick around for the Thursday night Big Deal Reception. The host, contestants, audience and viewers will all be tuned in. Enjoy live music and great food until the final credits. Don't be a zonk, capture the game show spirit and come dressed in your favorite costume.

Keynote Speaker: Greg Garrison

Greg Garrison

Greg Garrison is an attorney and radio talk show host in Indianapolis, who got into the broadcast business after his successful prosecution of boxer Mike Tyson in 1992. His notoriety following that trial led to an invitation to the position of legal analyst for CBS News following the trials of O.J. Simpson and Timothy McVeigh. From there his radio career began.

Greg's law partner is his brother Chris, and they were raised in Cumberland, Indiana, by parents who raised them in the teachings of the Bible, the Constitution, and the bedrock principles of conservative politics. He and his wife Phyllis now live in suburban Hamilton County, where they raise horses and cattle.

GAME PLAY GUIDE – CONVENTION SCHEDULE

TUESDAY, FEBRUARY 2, 2016

10:00 a.m. - 2:00 p.m. **Board of Directors' Meeting**

2:30 p.m. **Statehouse Walk**

5:30 – 6:30 p.m. **The Primetime Welcome Reception**

(Sponsored by: Cascade Hardwood Group & Landmark Wood Products)

7:00 p.m. **Board of Directors' Dinner at the Marriott Downtown**

(Sponsored by: PLM/ILM)

WEDNESDAY, FEBRUARY 3, 2016

7:00 a.m. **Registration Opens**

7:00 a.m. – 11:00 a.m. **Exhibitor Set-up**

7:30 a.m. – 8:30 a.m. **Tree Farmer Breakfast**

(Sponsored by: Buchan Sawmill, Inc.)

Includes the presentation of Logger and Tree Farmer of the Year. State Legislators and guests are in attendance.

8:30 a.m. – 9:30 a.m. **Opening Session**

With Keynote Speaker Greg Garrison

10:00 a.m. – 11:30 a.m. **Industry Hot Topics**

Our most popular annual session will address important issues facing the hardwood industry at the time of the convention. Whether it is a national issue that affects the entire industry, a technological advance, or a specific new law or regulation, you can be certain you will leave with everything you need to know and up-to-date information. Environmental regulations, health care, new association services, hot export markets, and much more will be included in this session, as well as time for questions from the audience.

11:00 a.m. – 6:00 p.m. **Exhibits Open in Monty's Hall**

Stop in for a light lunch from 12 – 1 p.m.

(Sponsored by: DMSi Software, Simply Computing International, Inc., Wertz Timber & Veneer, LLC)

1:30 p.m. – 2:45 p.m. **Hardwood Market Insight**

Presented by: Dan Meyer, Weekly Hardwood Review

The Weekly Hardwood Review is a relied upon tool for so many hardwood businesses. They are known for going beyond price reports, to bring you looks into many of the economic, regulatory, and policies issues that also affect your bottom line. They also offer forecasting tools, such as the Hardwood Leader.

Dan Meyer brings a forest science degree and an MBA to his position with the WHR, and is s respected industry analyst and technical writer. Dan analyzes data, and breaks it down into meaningful and helpful presentations.

3:00 p.m. – 4:00 p.m. **Forest Health Panel**

It all starts in the woods. Without healthy forests, there is no hardwood industry. A panel of experts will give you a detailed look into the current state of our forests' health, as well as an update on the most notorious forest pests, forest wildlife, and the latest in scientific research and improvements.

You'll hear from the state entomologist, a forest wildlife expert, and a representative from the Hardwood Tree Improvement and Regeneration Center at Purdue University.

Panelists: Lenny Farlee, HTIRC, Phil Marshall, State Entomologist, and Scott Haulton, IDNR

4:00 p.m. – 6:00 p.m. **Let's Make A Deal Exhibitor Reception**

(Sponsored by: American Stave Company, Frank Miller Lumber Co., Inc., Holmes & Co., Inc. & Pike Lumber Company)

A crowd favorite, this popular reception is open to all registered attendees.

9:00 p.m. – 11:00 p.m. **"Mistapalooza!"**

(Sponsored by: USNR)

With live music and drinks this is the place to be to unwind and let loose after hours.

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GAME PLAY GUIDE – CONVENTION SCHEDULE

THURSDAY, FEBRUARY 4, 2016

7:30 a.m. **Registration Opens**

8:00 a.m. **IHLA Annual Meeting**
(Sponsored by: Brenneman Lumber Company & Corley Manufacturing Co.)

9:00 a.m. – 3:00 p.m. **IHLA Green Room**
Spa Day – Private Event for Women Only. Space is limited.

10:00 a.m. – 1:00 p.m. **Exhibits Open in Monty's Hall**

11:30 a.m. – 1:00 p.m. **Lunch in Monty's Hall**
(Sponsored by: Allegheny Wood Products, Ally Global Logistics, Frick Lumber Co., Inc., Honeyville Metal, Inc., Pingleton Sawmill, Inc., U-C Coatings)

1:30 p.m. – 3:00 p.m. **Positioning for 2025**
***Presented by: Myron Kanning*, Department of Entrepreneurship and Management, Indiana University Kelley School of Business**

Myron Kanning is passionate about making a difference in the competitiveness of America...one student...one person...one organization at a time. He takes this mission seriously and focuses his teaching, research, and experiences on achieving the highest possible results. He constantly searches for the best methods to elevate organizations to their potential.

His fast-paced, high-energy and insightful yet practical style challenges conventional/traditional business knowledge. He blows away many past performance perceptions, practices, and paradigms, then refills the void created with validated requirements and actions for the highest results.

This workshop will benefit anyone responsible to lead others throughout all sizes of organizations, from front-line supervisors to top management.

6:00 p.m. – 7:00 p.m. **The Big Deal Reception**
(Sponsored by: Cole Hardwood, Inc.)
Enjoy great music, delicious food and our $10,000 Deal of the Day before the final credits. Don't forget to show your game show spirit and come dressed in your favorite costume.

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*Rate does not include state and local tax. After December 31, rates based on availability.

Please contact the Marriott Downtown directly to make your reservations at 877-640-7666 or visit our website at www.ihla.org

Questions: *IHLA*
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Return to IHLA by 12/31/15 for early rate.
NO EXEPTIONS.

REGISTRATION FORM

Make convention registration checks payable to *IHLA*.

IHLA Registration Policies

- Payment ***MUST*** accompany form
- One registration per form
- Additional registrations, please duplicate form

Refund Policy

In order to obtain a full refund, written notice of cancellation must be received no later than January 25, 2016. Cancellations after January 25, 2016 will be responsible for full amount.

Form of Payment

Payment must accompany form. No billing allowed.

❒ Sponsor A check in the amount of $_____ is enclosed.

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$_____ Spouse Registration

$_____ Total Amount Due

Attendee Information

Only one registrant per form. Duplicate for additional attendees. Please type or print clearly. Please check the appropriate box below.

❒ Member ❒ Spouse/Significant Other ❒ Non-Member

Return to:
IHLA • 1849 Broad Ripple Avenue • Indianapolis, IN 46220
Fax: 317-875-3661 • Questions? Call 317-875-3660

Name for Badge _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

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Spouse/Significant Other Name for Badge _____

	Member		Non-Member	
Entire Convention: February 2-4 Includes Tree Farm Breakfast, Annual Meeting Breakfast, Exhibitor Reception, Lunch in Exhibit Hall, Cocktail Reception, all seminars, access to the Exhibit Hall.	Received on or before 12/31/15 ❒ **$180**	Received after 12/31/15 ❒ **$210**	Received on or before 12/31/15 ❒ **$385**	Received after 12/31/15 ❒ **$435**
Spouse/Significant Other Registration Includes all of the above. (Please see Spa Registration)	❒ **$59**	❒ **$89**	❒ **$95**	❒ **$125**

Day at the Spa Registration

On Thursday, February 4, enjoy a few hours of pampering. The Spa is located at the hotel. Enjoy a relaxing massage and feel rejuvenated after taking some time for yourself.

HURRY! Register today. Space is limited and fills up fast! Time slots will be assigned later.

❒ Yes! I want to participate in Spa Day! (Ladies Only)

Name _____

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LOOK FOR YOUR REGISTRATION CONFIRMATION ON THE IHLA WEBSITE.

YOU CAN NOW REGISTER FOR THE CONVENTION ONLINE!
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Address Correction Requested

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