

THE POWER OF PACKAGING

30TH

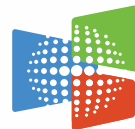
RPA'S 30TH ANNUAL CONFERENCE & SHOWCASE

February 25 – 27, 2019 • Caribe Royale
Orlando, Florida • retailpackaging.org



REGISTER

*By January 11th
And Save*



rpa[®]

Retail Packaging Association

ARE YOU READY FOR BOWS, BAGS, BOXES, TISSUE, WRAPPING PAPER **AND MORE?**

Join the best in the retail packaging industry for RPA's 30th Annual Conference & Showcase. This three-day event is full of educational offerings, networking opportunities, and a packed Exhibition Showcase that will benefit you and your team. Check out the program schedule and start making your plans for this MUST ATTEND industry event! Don't delay, registration rates will increase after January 11, 2019.

EDUCATIONAL SESSION



Social Media as a Sales Tool: Lessons on Connecting with your Customers to Drive Sales
Speaker: Lynn Switanowski

Tuesday, February 26, 2019 • 7:45 am – 9:00 am

Social Media has become a powerful sales tool for both consumers and brands. Consumers are forming more loyal connections with brands who engage via their social media platforms on a consistent basis--but just as big an opportunity exists for brands to connect with their customers using these same powerful tools. Is your company leveraging these social media selling opportunities? Learn more about our speaker and this session at retailpackaging.org.

NETWORKING EVENTS

Roundtable Discussions

Monday, February 25, 2019

3:00 pm – 4:00 pm

This is an energetic, interactive workshop where you can share real-life business issues, concerns and pain-points with peers to gain first-hand insights, experiences, and solutions. Please come prepared to share business dilemmas and your best ideas. Don't forget your business cards!

Cocktail Reception

Monday, February 25, 2019

6:00 pm – 7:00 pm

Join your fellow RPA distributors and manufacturers at our Opening Networking Reception on Monday afternoon. Relax and unwind with cocktails, appetizers, and a chance to get to know your fellow RPA attendees.

RPA Showcase Party

Tuesday, February 26, 2019

5:00 pm – 6:30 pm

Catch up with friends and peers while making new industry connections on the Showcase floor. This is a fun and festive event with lots of networking opportunities to continue business or simply enjoy a cocktail with friends old and new.

SCHEDULE AT-A-GLANCE

Monday, February 25, 2019

8:00 am – 6:00 pm	RPA Registration Desk Open
8:00 am – 4:00 pm	Exhibitor Move-In
9:00 am – 4:00 pm	Company Meetings (Space Available)
3:00 pm – 4:30 pm	Roundtable Networking Discussions
4:30 pm – 5:30 pm	New Product Presentations
6:00 pm – 7:00 pm	Networking Cocktail Reception
Evening	Enjoy Orlando / Client Dinners

Tuesday, February 26, 2019

7:30 am – 6:00 pm	RPA Registration Desk Open
7:45 am – 9:00 am	Social Media as a Sales Tool: Lessons on Connecting with your Customers to Drive Sales, Lynn Switanowski
9:00 am – 12:00 pm	Showcase Exhibit Hall Open
12:00 pm – 1:30 pm	Luncheon & Annual Awards Presentations
1:30 pm – 5:00 pm	Showcase Exhibit Hall Open
5:00 pm – 6:30 pm	RPA Showcase Party
Evening	Enjoy Orlando / Client Dinners

Wednesday, February 27, 2019

8:00 am – 9:00 am	RPA Board Meeting
9:00 am – 3:00 pm	RPA Registration Desk Open
9:00 am – 4:00 pm	Company Meetings (Space Available)
9:30 am – 2:00 pm	Showcase Exhibit Hall Open
2:00 pm – 5:00 pm	Showcase Exhibits Dismantle

NEW PRODUCT PRESENTATIONS

Monday, February 25, 2019 • 4:30 pm – 5:30 pm

Don't miss your chance to see in-person presentations on the hottest new products hitting the shelves! You will be able to see these products presented during this hour and then have the opportunity to vote for your favorite on display in the New Product Showcase for the duration of the conference.

WHO WILL WIN RPA'S AWARDS THIS YEAR?

Tuesday, February 26, 2019 • 12:00 pm – 1:30 pm

Join your RPA colleagues for a fantastic lunch, complete with RPA's Business Meeting and Annual Awards Program. Find out who wins Distributor of the Year, Supplier of the Year, New Product of the Year, and of course, RPA's Lifetime Achievement Award!

WHY EXHIBIT AT THE SHOWCASE?

This is your best opportunity to connect, expand, and grow your business with seasoned and potential customers in the retail packaging industry. Maximize your visibility with key decision makers who have the purchasing power to make deals on the spot.

Exhibiting at the Showcase means:

- Broadening the reach of your product and services to more retail packaging professionals
- Introducing new products and services to key decision makers
- Engaging with current and prospective clients all in one location
- Generating new leads and establishing long-term buying relationships

EXHIBIT SCHEDULE

Monday, February 25, 2019

8:00 am – 4:00 pm Exhibitor Move-In

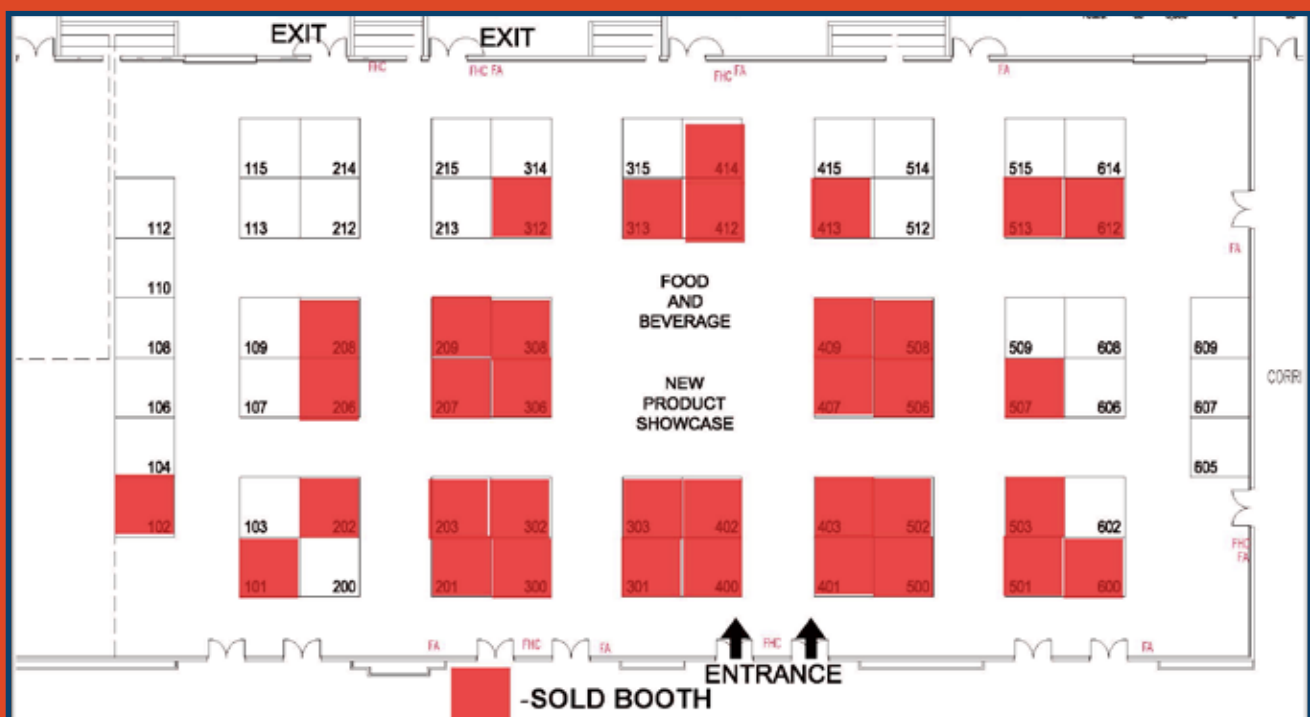
Tuesday, February 26, 2019

9:00 am – 12:00 pm Showcase Exhibit Hall Open
1:30 pm – 5:00 pm Showcase Exhibit Hall Open
5:00 pm – 6:30 pm RPA Showcase Party

Wednesday, February 27, 2019

9:30 am – 2:00 pm Showcase Exhibit Hall Open
2:00 pm – 5:00 pm Showcase Exhibits Dismantle

RESERVE YOUR 10'X10' BOOTH TODAY!



INCREASE YOUR COMPANY'S EXPOSURE *WITH A SPONSORSHIP*

Sponsorships place your company at the forefront of your buyer's mind and allow you to engage with your audience and achieve your goals before, during, and after the Annual Conference. Don't miss your opportunity to increase your company's exposure and visibility through a variety of promotional opportunities. Check out the various sponsorship categories available to you and your company at retailpackaging.org.

Ready to exhibit, sponsor, or have questions? Contact Beth Hiltabidle at bhiltabidle@retailpackaging.org for more information.

Booth Disclaimers:

1. Exhibit booths are only available to current RPA members. Annual dues must be paid at time of registration.
2. We reserve the right to assign, at our discretion, the best alternative space if your booth choices are not available at the time your contract and payment are received.
3. Any exhibiting company that tears down its exhibit booth before 2:00 pm on Wednesday, February 27, 2019 will forfeit its privilege for priority booth reservations for the 2020 show.

Cancellation Policy

Any exhibitor cancelling at any time automatically forfeits their priority number. The exhibitor will be placed at the bottom of the priority list for future shows. Exhibitors must submit a written cancellation to the Retail Packaging Association (RPA) by the following dates for refund of fees.

December 31, 2018: 50% refund (the remaining 50% will be forfeited)

No refunds of fees after January 1, 2019

Mail cancellations to:

RPA

105 Eastern Avenue, Suite 104

Annapolis, MD 21403-3300

Email cancellations to: cvick@retailpackaging.org

COMPANY MEETING ROOMS AVAILABLE

Interested in hosting your company sales meeting during the Annual Conference & Showcase? Want a place to meet with customers or host follow-up conversations? Rooms are available for companies interested in accomplishing multiple goals during this event. Email Cathy Vick at cvick@retailpackaging.org for more information.

TESTIMONIALS

"It is very appreciated to see our vendors take time to invest in the RPA conference. It is important to strengthen relationships with face to face contact. As a sales rep who is not based in the corporate office, this is a great way for me to see our suppliers."

**2018 RPA Annual Conference
& Showcase Attendee**

"At RPA I'm always learning something new about current supplier products as well as potential new suppliers. Seeing the products and having the opportunity to discuss them at the same time provides me fresh new knowledge to bring back to my customers. It's also great to visit with our old and new industry friends!"

**2018 RPA Annual Conference
& Showcase Attendee**





HOTEL INFORMATION

Caribe Royale
8101 World Center Drive
Orlando, FL 32821
Phone: 1-800-823-8300 (dedicated Group Reservations phone number)

RPA's 30th Annual Conference & Showcase will return to the beautiful Caribe Royale in Orlando, FL. RPA has negotiated a room rate of \$179 per night for all RPA attendees. Please mention Retail Packaging Association (RPA) to receive the reduced rate or book online by visiting retailpackaging.org. Room rates will be available on a first-come, first-served basis, so be sure to plan for housing early. The room block will sell out and we encourage you to register online!

Note: RPA reserves the right to cancel your hotel reservation if you are not registered for RPA's 2019 Annual Conference & Showcase (no exceptions).

HOUSING ALERT

Please be aware that third-party companies other than the Retail Packaging Association (RPA) may contact you and indicate that they are affiliated with RPA or Caribe Royale and claim to offer hotels at "reduced" rates for the Annual Conference & Showcase. These companies are not affiliated in any way with RPA and it is highly recommended that you do not use their services. The ONLY authorized hotel reservations method for the Annual Conference & Showcase is directly through the RPA website or official RPA emails or calls from RPA staff.

RPA'S 30TH ANNUAL CONFERENCE & SHOWCASE REGISTRATION FEES

Attendee registration forms must be received by Friday, January 11, 2019 to receive the \$175 early registration rate. Registrations received from January 12- February 4, 2019 are \$225 and all attendee registrations received after February 4, 2019 will be \$250.

	Cost
Early Bird Registration (If paid before January 11, 2019)	\$175
Regular Registration (If paid between January 12- February 4, 2019)	\$225
Late Registration/Onsite (If paid after February 4, 2019)	\$250

Register Online: retailpackaging.org

Questions: Contact Cathy Vick at cvick@retailpackaging.org



105 Eastern Avenue, Suite 104
Annapolis, MD 21403
www.retailpackaging.org

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Learn more at retailpackaging.org.

▶ **Key 2019 Registration Deadlines: Early Bird: January 11, 2019 / Regular: February 4, 2019**

30th

Don't miss the highlights, education and networking events!

- Full Showcase with New Exhibitors in 2019
- RPA Showcase Party
- Annual Conference & Showcase Mobile App
- New Product Presentations
- “Social Media as a Sales Tool” Educational Session
- Roundtable Discussions
- Cocktail Reception
- Company Meeting Rooms