



1st Annual L.S.T. Paper Hunt

by Lake States TAPPI, at PaperCon 2017

- Outline for Sponsors-

Mission: Have Fun, Gain & Share Knowledge

When: Monday, April 24th, 11:00am through Tuesday, April 25th, 6:00pm

Where: PaperCon 2017
in and around exhibition floor, Minneapolis Convention Center
(sign-in & start at YP base camp, just outside of exhibition floor)

Who:

- University Students attending PaperCon
- TAPPI's Young Professionals (YP)



Why:

- Improve communication of younger generation with vendors
- Increase networking & knowledge sharing on PaperCon exhibition floor
- Improve public profile of paper producer & vendors
- Improve awareness of Lake States TAPPI chapter with next generation
- Support Lake States TAPPI Scholarship Fund Raising
- Prizes for successful participants: Laptop, iPad, gift cards, etc.

Your Support is Requested for:

- **Your Exhibition Booth as Station for Paper Hunt** (\$50 sign-up fee)
- **Tasks for Paper Hunt** → 3 tasks or questions per company
(see next page for examples)
- **Sponsorship of Prizes** → Items and/or cash, or check
(submit to Lake States TAPPI)

Thank you supporting Lake States TAPPI by being a sponsor of our 1st Annual L.S.T. Paper Hunt at PaperCon 2017. This activity is geared toward the next generation of the world's papermakers and is designed to be fun for them and to increase traffic at the PaperCon Exhibition Hall for your company.

The Lake States TAPPI Planning Committee is working on the list of questions and tasks for the first “Paper Hunt”. This is the time for your input of SPECIFIC questions about your company and/or new products, with the aim to get the hunters to FIND YOU AT YOUR BOOTH and to learn more about your company.

L.S.T. Paper Hunt 2017 Sample Questions/Tasks

- What is Your Company’s newest product being featured at PaperCon 2017?
- What does Your Company consider a “unique selling point” for their services?
- How much of Your Company’s business is conducted in North America?
- What new discovery caused Your Company to develop your product ABC?
- For your product ABC, what is the desired effect the buyer is looking for?
- How does the “Internet of Everything” impact your product ABC?

PLEASE SUBMIT 3 QUESTIONS OR TASKS (and respective answers or solutions) **ABOUT YOUR COMPANY.** Our committee will select one for use.

1) _____
_____?

YOUR ANSWER: _____

2) _____
_____?

YOUR ANSWER: _____

3) _____
_____?

YOUR ANSWER): _____

Applications send to: jerry.lazarski@uwsp.edu & michael.vongrumbkow@btg.com

Checks or other donations send to: David Schwerbel
Treasurer, LS TAPPI / NC PIMA
398 Park Street
Menasha, WI 54952

For any questions please contact the L.S. TAPPI Paper Hunt organizing team:
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