

# REFILLABLE *Dairy Workshop*

STANPAC



**Thursday June 4th  
& Friday June 5th**

## ***Hotel Boulderado***

2115 13th Street, Boulder, Colorado 80302

### **WHY ATTEND?**

This workshop is the best event for you to meet with colleagues and discuss the opportunities and challenges that face you and your business. You will re-connect with industry friends and meet some new ones.

***Discover the historic charm of downtown Boulder,*** surrounded by the spectacular mountains and a vibrant shopping and dining district.

**DEADLINE TO REGISTER IS MONDAY, MAY 4th**



## *Schedule of Events* (tentative)

### Wednesday June 3rd

- 2PM Optional Tour: Noosa Yoghurt Plant (limited space available, RSVP to attend)  
Evening Get together at your leisure at License No.1

### Thursday June 4th

- 8:00am Buffet Breakfast served in Columbine Meeting Area  
9:00am Welcome and Introductions. What's your Story? It's Important  
10:00am Break  
10:15am Industry Opportunities and Threats  
12:00pm Lunch  
1:15pm Key Note Speaker: Walt Coleman  
2:15pm Breakout Sessions
  - How do people gain new Home delivery customers?
  - What are some tips and tricks to prospect new leads for Wholesale accounts?

5:00pm Wrap Up  
6:00pm Reception – Ballroom Foyer

### Friday June 5th

- 8:00am Buffet Breakfast served in Columbine Meeting Area  
9:00am Guest Speaker: Jay Morin
  - The Milk Man, the Experience, What it takes to get and keep a customer
  - Jay has a lifelong career in sales including 16 years at Munroe Dairy and will share why being a Milk Man is the best job in the world

11:00am Bus departs for Longmont Dairy  
12:00pm Lunch graciously provided by Longmont Dairy  
3:00pm Bus returns to Hotel





## Registration Costs

### Workshop:

\$300.00 for one person, 2 or more people from same business \$250.00 per person  
Includes get together Wednesday night, breakfast, lunch, afternoon break, and reception on Thursday, bus trip on Friday.

### Room costs:

\$234.00 per night plus occupancy tax (\$10.00+12.48%) The hotel will honour this rate 1 day pre and post of the event if you plan on spending some extra time enjoying the area.

Make your room reservations by following this link:

<https://reservations.travelclick.com/13070?groupID=2720210>

Or call 303.445.4344 and mention you are attending the Stanpac workshop.

Room reservations need to be made by May 4th deadline to receive the workshop rate.

### Transportation:

Hotel Boulederado is conveniently located around 45 minutes from Denver International Airport. Rental cars or ground transportation available.

## Key Note Speaker

### Walt Coleman

Controller, Hiland Dairy, Little Rock, Arkansas  
Retired Referee, National Football League

Walt Coleman has been applauded by hundreds and booed by millions. Thanks to television, he has annually visited nearly every home in America between August and February since 1989; officiating over 30 years of pre-season and regular season games. He is one of the most publicly maligned yet profoundly anonymous men in the world.

Walt is a husband and father and a respected businessman. Since 1974, he has been a fifth-generation participant in the dairy business. For Walt, when it comes to life, it's not just about winning or losing, it's about playing by the rules and being confident in how you 'call the game'.



## *Registration Form* (use more than one copy if required)

Business Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/Town: \_\_\_\_\_

State/Province Zip/Postal Code: \_\_\_\_\_

Country: \_\_\_\_\_

Attendee #1 Name: \_\_\_\_\_

Telephone: \_\_\_\_\_

Email: \_\_\_\_\_

Attendee #2 Name: \_\_\_\_\_

Telephone: \_\_\_\_\_

Email: \_\_\_\_\_

Attendee #3 Name: \_\_\_\_\_

Telephone: \_\_\_\_\_

Email: \_\_\_\_\_

**Optional Tour: Noosa Yoghurt Plant (limited space available)**

\$300.00 for one person. 2 or more people from same business \$250.00 per person.

United States Attendees please send form and payment to: Stanpac Inc. PO Box 584, Lewiston New York 14092

Canadian Attendees please send form and payment to: 2790 Thompson Road, Smithville Ontario L0R 2A0

**Total amount enclosed \$** \_\_\_\_\_