THE 87th ANNUAL CONVENTION 2004
MARCH 31 - APRIL 3, 2004
All About CHINA
Sawgrass Marriott Resort & Beach Club
Ponte Vedra, Florida
register online at www.abma.org
PROGRAM HIGHLIGHTS

Thursday April 1, 2004 • 7:30 AM - 8:15AM
ALL-ATTENDEE GENERAL SESSION
OPENING BUSINESS SESSION
NEW MEMBER INTRODUCTION
8:30 AM - 11:30AM ABMA EDUCATIONAL INSTITUTE
“ALL ABOUT CHINA”
Mike Rollin, US Dept of Commerce; Terrence McCartin, US Trade Representative; Auria Styles, US China Business Council; Mike Retzer, SAMNOW; Stephen Jones, KING & SPALDING, ABMA, Trade Counsel

Participate in an intensive program, led by a select group of China Trade experts, as we explore “All About China”

PANELISTS’ OVERVIEW
In this session the panelists will give an overview into US-China trade relations, their individual roles and scope of work, and the mood on the hill.

TRADE RESPONSE ISSUES IN THE BROOM, BRUSHES AND MOPS SECTOR
This session will delve into making sure that the trade rules are being followed. Topics include: Rules and regulations concerning Brooms, Brushes and Mops, Compliance and Monitoring, Currency Fluctuations-Manipulation, Remedies and Actions.

EFFECTIVE STRATEGIES TO IMPROVE COMPETITIVENESS
Learn what others are doing to stay competitive. Meet SAMNOW, a grassroots organization that is making a difference, one elected official at a time.

USING CHINA FOR MANUFACTURING
Whether you are interested in outsourcing, looking for a joint venture arrangement, working through agents, or directly with manufacturers, this session will help you understand how China works.

EXPORTING YOUR PRODUCT INTO CHINA
The ABC’s of exporting into China. Hurdles and pitfalls. How to get started and where to get help. Understanding trade financing and Eximbank.

Saturday April 3, 2004 • 7:45 AM - 7:55 AM
CLOSING REMARKS
Mr. Bruce Gale, ABMA President

SCHEDULE OF EVENTS * Please see inserts for detailed information on events listed below

TUESDAY, MARCH 30
5:00 PM - 6:00 PM Meeting w/Officers & Suppliers Division Chair

WEDNESDAY, MARCH 31
7:30 AM - 8:20 AM Finance Committee Meeting
8:30 AM - 9:50 AM Convention Committee Breakfast Meeting
10:00 AM - 11:20 AM Public Relations Committee Meeting
11:00 AM - 6:00 PM Registration / “Gathering Place”
Noon - 1:20 PM Membership Committee Luncheon Meeting
Noon - 5:00 PM Suppliers Exhibit Set Up
1:30 PM - 3:20 PM Statistical Committee Meeting
3:30 PM - 5:00 PM Safety & Standards Committee Meeting
3:30 PM - 5:00 PM Suppliers Division Meeting
5:30 PM - 6:30 PM New Members & First-Time Attendees President’s Welcoming Reception

Dress: Business / Nice Informal
6:30 PM - 8:30 PM Welcoming Reception (Buffet Dinner)
Dress: Business / Nice Informal

THURSDAY, APRIL 1 cont.
8:00 PM Dinner on Own

FRIDAY, APRIL 2
6:00 AM - 7:45 AM Access to Suppliers’ Display, Final Setup
7:30 AM - Noon Registration / “Gathering Place”
7:30 AM - 9:00 AM Continental breakfast
8:00 AM - Noon Suppliers’ Display
8:30 AM - 10:00 AM Companion Program: “The Mad Hatter”
Noon - 1:30 PM All-attendee Buffet Lunch

Tours:
12:30 PM - 5:30 PM Deep Sea Fishing
1:00 PM - 5:00 PM Historic St. Augustine
1:00 PM - 5:00 PM Sail The “Freedom”
2:00 PM - 5:00 PM Tennis Clinic & Tournament
7:00 PM - 10:00 PM Suppliers’ Reception
Theme: Beach Party
Dress: Tacky Tourist

SATURDAY, APRIL 3
7:30 AM - 9:00 AM Continental breakfast
7:45 AM - 7:55 AM President’s Closing Remarks
8:00 AM - 9:15 AM Industrial & Maintenance Division Mtg
9:30 AM - 10:45 AM Paint Applicator Division Meeting
11:00 AM - 12:15 AM Broom and Mop Division Meeting
12:30 PM - 4:30 PM Board of Directors’ Luncheon & Meeting
6:30 PM - 7:00 PM Officers’ & Companion Post Convention Meeting
7:00 PM - 9:30 PM Board of Directors Dinner

BONUS NETWORKING TIME

register online at www.abma.org
Sawgrass Marriott Resort & Beach Club • Ponte Vedra, Florida

**SPECIAL EVENTS**

**SUPPLIERS DISPLAY**
Friday, April 2, 2004 • 8 AM - 12 PM
Tournament Hall

**COMPANION PROGRAM**
Friday, April 2, 2004 • 8:30 AM - 10:00 AM
“The Mad Hatter”

See inserts for more detailed information

**DESTINATION INFORMATION**

Embracing Florida’s most coveted natural treasures, the Sawgrass Marriott Resort is a refreshingly cordial and relaxing retreat, where boundless recreational and cultural activities blend seamlessly in an area of astounding natural beauty. The Sawgrass Marriott showcases only the exceptional: sun-kissed beaches harmonize with a world-class resort, offering the finest amenities in one perfect setting.

**DESCRIPTION**

508 lovely guest rooms with balconies or patios, all with excellent views of the property which reflect the essence of luxurious southeastern living. Facility amenities include Business Center, 7 restaurants and 2 lounges, fitness center, golf on site, pool, tennis, high speed internet access.

**DINING AND ENTERTAINMENT**

From five-star dining to poolside snacks, the Sawgrass Marriott Resort offers seven options to fulfill your culinary cravings. Casual or elegant, indoors or out, when it comes to dining and entertainment, the choice of atmosphere is yours.

**SPORTS AND RECREATION**

3 Outdoor pools, Spa nearby; 24 hour Health Club, Whirlpools, Sauna, Jogging, 11 Tennis Courts, Free shuttle to the Beach (1/2 mi), complimentary Bike rental, Sailing (1mi), Kayaking (5mi), 99 Holes of Championship Golf.

**DIRECTIONS AND TRAVEL**

Allow 45 minutes travel time; the resort is 37 miles southeast of the Jacksonville airport. Rental cars are available at the airport and are provided by all of the major companies. Taxi service will cost around $47. Prearranged Limo service is available through Carey Jacksonville by calling 1-800-829-7433 and should cost around $58, one way, all inclusive.

**DISCOUNTS**

For Special Car Rental Discounts in conjunction with your United Airlines Meeting Agreement:
Avis (1-877-289-2611) Meeting Discount Number K019303A
Alamo (1-800-327-9633) Meeting Discount Number 389817GR

**DRESS**

For ABMA events, comfortable and casual dress is appropriate. Daytime attire is casual and sportswear is customary (golf shirts and slacks or shorts for men; slacks, shirts/dresses for ladies). Evening activities are “nice” informal or daytime business attire (sport coat, tie and jacket for men; pantsuits, slacks, skirts/dresses for ladies).

**JACKSONVILLE WEATHER**

Because of its North Florida location, Jacksonville has a temperate climate and a delightful change of seasons not found in other Florida cities. Year-round sunshine and blue skies offer mild weather, making a visit to Jacksonville pleasant, whatever the season.

March-April Averages:  Midday High 77  Evening Low 54  Surf Temp. 66

**JACKSONVILLE AREA SIGHTSEEING**

For local sightseeing information:
http://www.marriott.com/epp/factsheet.asp?marshacode=JAXSW#sites

**CONVENTION REGISTRATION INFORMATION**

Register online at: www.abma.org

Take advantage of the “Early Bird Discount.” If you register by February 6, 2004, you and your company will be listed in the advance program sent to all attendees prior to the convention, as well as save money on your registration fees. Registrations received after the deadline will appear on the supplemental registration list, available only at the meeting. Please note: a companion is a spouse or significant other, and the One Day Fee must accompany a fully paid delegate. For ABMA 2004 Annual Convention you may either register, using the enclosed insert or register, pay all of your fees, and renew your 2004 dues online! Visit www.abma.org

**HOTEL RESERVATION INFORMATION**

Reservations made after the deadline will not be guaranteed at the group rate and space may not be available.

Sawgrass Marriott Resort & Beach Club
1000 PGA Tour Blvd, Ponte Vedra Beach, FL 32082
(800) 228-9290 Reservations, (904) 285-7777 Local, (904) 285-0906 Fax
www.marriott.com  Group Code: ABMABMA

The Hotel reservation deadline is February 27, 2004.

Room Rates: $195 single/double and will be extended three days prior and three days after the meeting, pending availability. Rates are subject to taxes (currently 9.0%), and a daily resort service fee of $7, which provides for: daily newspaper, access to the resort Fitness Center, in-room coffee, self-parking and local and long distance telephone access fees.

You are responsible for making your room reservations on your own, and will be required to adhere to the resort’s confirmation, deposit, guarantee and cancellation policies.

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**ABMA SCRAMBLE GOLF TOURNAMENT**

Thursday, April 1, 2004 • 1:00 PM SHOTGUN

**TENNIS TOURNAMENT AND CLINIC**

Friday, April 2, 2004 • 2:00 PM - 5:00 PM
Note: The TPC Stadium course will be available during our stay.
This year’s program couldn’t be more timely. Everywhere you turn...on the news, in the paper, at the water cooler... China is on everyone’s mind these days. The shift in manufacturing to the Chinese giant has gained tremendous momentum in the past two years, and the effect of this event in the North American workplace is pronounced. We have assembled a panel of industry and government experts to lead you through the maze of “All About China”. This is an industry event that is surely not to be missed. Please join us for three days of networking, fellowship and important education.

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