The 91st Annual Convention

JANUARY 30 - FEBRUARY 2, 2008

“Competing Beyond Price”

LA COSTA RESORT & SPA
CARLSBAD, CALIFORNIA

REGISTER ONLINE AT WWW.ABMA.ORG
PROGRAM HIGHLIGHTS  “Competing Beyond Price”

Thursday, January 31, 2008

ALL-ATTENDEE GENERAL SESSION

8:00 AM – 8:50 AM  OPENING BUSINESS SESSION
PRESIDENTS WELCOME

9:00 AM – 10:45 AM  ABMA EDUCATIONAL INSTITUTE

Curt Bailey, President, Sundberg-Ferar, Inc.
Ted Bott, VP Business Development, Sundberg-Ferar, Inc.

“I Didn’t Like It At First, But It Is Starting To Grow On Me”

Sundberg-Ferar, Inc. is a very cool product design and consultancy firm located in Walled Lake, MI. For over 74 years they have helped companies such as Coke, Calphalon, Club Car, P&G and many others shape their tomorrow through innovative product design. They have designed everything from refrigerators, disposals, toasters, heart lung machines, welding helmets and yes, even brushes!

The company believes in bringing emotion into product designs, and most importantly, understanding the role of emotion in the subsequent purchasing decision. The company strives to help companies develop a competitive advantage through the quick introduction of innovative, attractive and cost effective products, which serve to build brand awareness and loyalty. Compete on something other than price!

Saturday February 2, 2008

ALL-ATTENDEE CLOSING SESSION

7:30 AM – 8:20 AM  CLOSING REMARKS
Mr. Barry Harper, ABMA President
ABMA Committee Reports

INNOVATION AWARD WINNER PRESENTATION

8:20 AM  Mr. Mark Godfrey,
ABMA Vice President
and Public Relations Chair

SCHEDULE OF EVENTS

TUESDAY, JANUARY 29

5:00 PM – 6:00 PM  Finance Committee – Costa Del Sol H

WEDNESDAY, JANUARY 30

7:30 AM – 8:50 AM  Convention Committee Breakfast Meeting
Costa Del Sol H

9:00 AM – 10:20 AM  Public Relations Committee Meeting
Costa Del Sol H

10:30 AM – 11:50 AM  Membership Committee Meeting – Lunch after
Costa Del Sol H

11:00 AM – 6:00 PM  Registration / “Gathering Place”
Costa Del Sol Office I

12:00 PM – 12:30 PM  Lunch for Committee Members
Costa Del Sol H

12:00 PM – 5:00 PM  Finished Goods Exhibit Set Up
Costa Del Sol DE

12:30 PM – 1:50 PM  Statistical Committee Meeting
Costa Del Sol H

2:00 PM – 3:20 PM  Safety & Standards Committee Meeting
Costa Del Sol H

3:30 PM – 4:30 PM  Suppliers Division Meeting – Costa Del Sol G

5:00 PM – 6:00 PM  New Members & First-Time Attendees
Welcoming Reception – Las Palmas
Dress: Business Casual

6:00 PM – 9:00 PM  Finished Goods Display – Costa Del Sol DE

7:00 PM – 9:00 PM  Welcoming Reception (Buffet Dinner)
Costa Del Sol DE
Dress: Business Casual

THURSDAY, JANUARY 31

7:30 AM – 2:00 PM  Registration / “Gathering Place”
Costa Del Sol Office I

7:00 AM – 8:30 AM  Continental Breakfast
Costa Del Sol Foyer

8:00 AM – 8:50 AM  Opening Business Session – President’s Welcome
Costa Del Sol ABC

9:00 AM – 10:45 AM  All-Attendee Educational Session
Curt Bailey & Ted Bott, Sundberg-Ferar, Inc.
Costa Del Sol ABC
SPECIAL EVENTS

FINISHED GOODS DISPLAY
Wednesday, January 30, 2008 6:00 PM – 9:00 PM
Costa Del Sol DE
Visit the Finished Goods Display to learn about the manufacturing capabilities of your fellow members. This event will run inside the ABMA Welcoming Reception to insure an exciting opportunity for you to visit with old friends and make new ones in this exhibitor showcase that is a great way to kick off an ABMA Convention.

SUPPLIERS DISPLAY
Friday, February 1, 2008 8:00 AM – 12:00 PM
Costa Del Sol DE
Visit the Suppliers Display to see the latest products, ideas and components. Visit with old friends and make new ones in this exhibitor showcase that is a hallmark of every ABMA Convention.

ABMA SCRAMBLE GOLF TOURNAMENT
Thursday, January 31, 2008 12:30 PM SHOTGUN
South Course – La Costa Golf Club
ABMA's annual scramble tourney is a great way to network, meet old friends, make new friends and have some fun. When you walk the fairways at La Costa Resort and Spa you are walking the same fairways that the legends of the game have walked for over 30 years. La Costa is currently the host of the World Golf Championships — Accenture Match Play Championship. The ABMA Scramble Tournament fee includes greens and tournament fees, golf cart, range balls and prizes.
- Please make your club rental arrangements directly through the Pro Shop at the La Costa Golf Club. For tee times call 1-800.854.5000 or book on-line: www.lacosta.com and follow the links.

ABMA TENNIS CLINIC AND ROUND ROBIN
Friday, February 1, 2008 2:00 PM – 5:00 PM
TENNIS COURTS
For the tennis lovers in the group we are providing an hour long tennis clinic followed by 2 hours of round-robin tennis. Playing amenity included. The La Costa tennis facility is home to the world famous West Coast Tennis Academy and features 17 tennis courts with hard and clay court surfaces.

COMPANION PROGRAM
Friday, February 1, 2008 8:30 AM – 11:30 AM
The Art of Handmade Perfumery
Location: La Palmas
This is an introduction to natural aromatics. During this three-hour workshop, participants will be introduced to the world of natural essences and aromatics. Through demonstration and hands-on learning, you will learn the basics of handcrafted perfume formulation.

Workshop includes:
- Brief overview of the History of Perfumery
- Definition of fragrance notes (top, middle and base) and classification of scent
- Demonstration of the creation of perfumes in three perfume families (citrus, floral and chypre)
- Each participant will receive one full size sample of the perfume scent of their choice and/or making

TOURS
San Diego Wild Animal Park Caravan
Friday February 1, 2008 1:30 PM – 6:00 PM
This tour is truly special!
The San Diego Wild Animal Park is home to more than 3,500 rare and exotic animals — most roam freely. Unlike any other animal encounter, this amazing safari adventure park is home to hundreds of animals roaming together on the vast open plains of Africa and Asia. During this tour you will experience an unbelievable up close and personal view! Like Jurassic Park without any of the bad stuff. Wear comfortable clothes, light walking, bring sunscreen. Professional guide included. Beverages available at Park for purchase.

DESTINATION INFORMATION
The all-new La Costa Resort and Spa is a wonder to behold. Thanks to a $20 million renovation, this legendary Carlsbad hotel resort — America's first full-service spa resort — has embarked on a new chapter in its rich history. Discover a new level of luxury in our finely appointed guest rooms and suites, nestled within 400 acres of coastal foothills and lush gardens and steeped in Spanish Colonial charm. Indulge in the restorative treatments and soothing ambiance of our new Spa at La Costa. Play in the footsteps of the masters on two classic golf courses — home to 40 years of PGA Tour events, and enjoy a match on our first-rate tennis courts. Or treat yourself to sumptuous California coastal dining.

From five-star dining to poolside snacks, the La Costa Resort and Spa has four 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. To make a reservation at one of La Costa’s restaurants or for special dining events, contact: www.dining@lacosta.com. The amenities at La Costa Resort and Spa include:
- Two 18-hole championship golf courses
- New Spa at La Costa
- La Costa Golf Instruction and the Roger Federicks Golf Flexibility Program
- Golf practice facility
- Tennis facility boasting 17 clay and hard court surface
- State-of-the-art fitness center
- 50+ group fitness classes offered weekly
- Seven heated pools
- Now open, all-new Splash Landing pools and waterslides, featuring three pools, three waterslides, a water play zone and the Splash Café
- Seasonal Beach Shuttle to nearby Carlsbad Beach
- Seasonal Half-day surf camps
- Monthly schedule of resort activities and events
- Culinary events
- Yoga and meditation at the Chopra Center for Well-Being
- Kidtopia, a club for children ages 6 months to 12 years
- Viva, an ultra cool teen lounge for ages 10 and up

DIRECTIONS AND TRAVEL
- Located north of San Diego, in Carlsbad, California
- Minutes from shopping, dining, beaches and San Diego attractions
- 35 miles to the San Diego International Airport (SAN)
- 50 miles to Orange County John Wayne Airport (SNA)
- 90 miles to Los Angeles and Los Angeles International Airport (LAX)
- Approximately two hours to Palm Springs

TRAVEL DISCOUNTS WITH AMERICAN AIRLINES AND HERTZ
American Airlines Reservations — Meeting Discount Number: A981BAQ. Meeting Services Desk – 1-800-433-1790. Receive a 5% discount off the lowest applicable published fare for travel to Tampa Book online at www.aa.com.
Hertz – Meeting Discount Number: CV03X0002. Reservations may be placed online at www.hertz.com or through Hertz Meeting Sales Desk within the U.S. at 800-654-2240; from within Canada call 800-263-0600; or from Toronto call 416-620-9620. In international locations, call your nearest Hertz reservation center or 1-405-749-4434. When booking reservations through Hertz reservations please reference the Meeting Number (CV) as shown above or identify our group by name (ABMA) to the reservationist.

DRESS & CLIMATE
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, shorts or skirts/dresses for ladies). Evening activities are “nice” informal or daytime business casual attire and may include sport coat for men; pantsuits, slacks, skirts/dresses for ladies. La Costa’s average temperatures in January are in the upper 60’s to low 70’s. Plan for cool nights in the 40’s to 50’s. Refreshing!

AREA TOURISM AND SIGHTSEEING LINKS
For local sightseeing and additional information: Carlsbad, CA tourism site: http://www.carlsbadca.org/
Carlsbad City Guide: http://www.carlsbad.com/

CONVENTION REGISTRATION INFORMATION
Take advantage of the “Early Bird Discount.” If you register by January 4, 2008, you and your company will be listed in the advance program available on line, 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 2008 Annual Convention you may either register, using the enclosed insert or register, pay all of your fees, and renew your 2008 dues online!
Register online at: http://www.abma.org/2008convention/index.cfm

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

La Costa Resort and Spa
2100 Costa Del Mar Road
Carlsbad, CA 92029
(760) 438-9211
FAX: (760) 822-2785
Reservations: (800) 854-5000
www.lacosta.com

The Hotel reservation deadline is Friday, January 4, 2008.


Room Rates (Single/Double):
- $ 215 Resort Room
- $ 245 Spa Room
- $ 285 La Costa Suite
- $ 30 Additional Person

Rates will be extended three days prior and three days after the meeting, pending availability. Rates are subject to taxes (currently 10%), and a daily resort fee. Check in time is 4:00 PM, Checkout time is 12 noon. You are responsible for making your own room reservations, and will be required to adhere to the resort’s confirmation, deposit, guarantee and cancellation policies.
Make your products special so you stop competing on price. Your customer will pay more if you are able to evoke an emotional response to your offering and to diminish the importance of price alone. You may think your products are strictly a commodity but perhaps it’s time to think again.

Please join us for three days of networking, fellowship and important information sharing.

“Competing Beyond Price”

REGISTER ONLINE AT WWW.ABMA.ORG
Quick Links at www.abma.org/2008convention/index.cfm
Advance Registration
ABMA’S 91ST ANNUAL CONVENTION 2008

Please return completed form and payment by Registration deadline of January 4, 2008:
American Brush Manufacturers Association
2111 Plum St. Suite 274
Aurora, IL 60506-3268
(630) 631-5217 ♦ FAX: (630) 897-9140
E-mail: info@abma.org ♦ www.abma.org

1. Please read all Registration Instructions on the reverse side first.
2. Keep a copy for your records.
3. Return completed form to ABMA Headquarters.
4. Make copies of this form if there is not enough space.
5. Name ________________________ Phone_______________ Email ____________________________

Your e-mail address will be printed in the Advance Registration Booklet
Full Name Nickname Golf Hdcp
Delegate ________________________ __________ ________________
Companion _______________________ __________ ________________
Child (5-18) ______________________ __________ ________________
Delegate ________________________ __________ ________________
Companion _______________________ __________ ________________
Child (5-18) ______________________ __________ ________________
Delegate ________________________ __________ ________________
Companion _______________________ __________ ________________
Child (5-18) ______________________ __________ ________________

Please check one
☐ Manufacturer Member  ☐ Affiliate / Supplier Member
☐ International Member  ☐ Prospective Member  ☐ Trade Press  ☐ Other _______ SPECIAL NEEDS? ☐ __________

Total $ _________

Suppliers / Manufacturers Display Booth Information
Please print signage name exactly as it should appear:

Suppliers Only:
Please list your four major ABMA competitors. We cannot guarantee the distance between competitors.

1. _______________ 2. _______________
3. _______________ 4. _______________

Company Name
Street Address
City, State, Zip
Phone       Fax

Golfers: Please enter your handicap or expected 18-hole score in the box above.
Rental Clubs Needed? Please arrange directly with Pro Shop Golf Staff 800-854-5000
Soft Spikes Required
REGISTRATION INSTRUCTIONS

- Check all appropriate boxes. Print clearly directly on the registration form.

- A companion is not a colleague or partner in the business. The One Day Attendee may only attend the Suppliers’ Display and must accompany a fully paid delegate.

- Completed registration forms can be mailed at any time. Payment covering the cost of the meeting is required to complete the registration.

- Please remit one check payable to ABMA when registering for all meeting functions. Do not include any fees for anything other than those relating to the meeting in your payment (including dues & assessments).

- Dues must be paid in full prior to registering.

- Checks must be payable to ABMA, in US Dollars drawn on a US bank. If paying via wire, please add $30 USD for the wire transfer service fee.

- The ABMA Board decided to assist members with an "Early Bird Discount" of $100 per delegate fee and $100 per companion fee, for payments received by January 4, 2008. Take advantage of this great savings and be sure to send your registration and payment in early.

- Badges will be available for pick-up at the ABMA Registration Desk at the convention site.

IMPORTANT DATES

- Receipt of registration will be acknowledged to each individual when received by JANUARY 4, 2008.

- Forms and payment must be received by JANUARY 4, 2008 to be included in the printed program. Printed programs will be in your registration packet. Online versions will be available earlier.

- All hotel reservations must be made by JANUARY 4, 2008. Call the La Costa Resort & Spa directly at 800-854-5000 to make your room reservation.

REFUND POLICY

- Full refunds will be made only when written cancellations reach our office by JANUARY 4, 2008. It is your responsibility to cancel hotel room reservations. There will be a $35.00 processing fee for all refunds.

- Refunds after the cut-off date listed above will be considered on a case-by-case basis.

- Activity (Golf, Tours) spots are guaranteed by ABMA; therefore, if you sign up you will be charged.
ABMA Suppliers' Display Contract and Policies

1. Location and Dates. ABMA Suppliers' Display will be held February 1, 2008 at the La Costa Resort in Carlsbad, CA. in Costa Del Sol DE.

2. Arrangement of Educational Displays. All displays will be arranged in accordance with the master floor plan developed by ABMA Staff, the Suppliers Division Executive Committee, the ABMA Convention Committee and the designated contract supplier.

3. Use of Space. The purpose of the exhibits is to inform and educate ABMA members regarding the uses, characteristics, applications, technology, etc. of the exhibitor's products or services. Only those products and services of the company represented may be displayed and offered for sale. Subletting any portion of exhibit space is prohibited.

4. Guidelines. Pop-up, tabletop or similar portable displays are acceptable. Exhibits, displays or any devices, which in the opinion of management are not suitable or in keeping with management's policy, will be prohibited.

Conference management reserves the right, to restrict exhibits which, because of noise, method of operation or any other reason, become objectionable or otherwise detract from or are out of keeping with the character of the exhibition as a whole. Exhibit activities must be conducted so as not to infringe on the rights of other exhibitors or offend visitors.

The exhibitor agrees not to sponsor functions, such as tours, golf and recreational outings, speeches, or other activities, during exhibit hours or in conflict with any officially programmed ABMA Annual Conference event.

5. Exhibit Set-up. ABMA will provide, as part of the exhibit fee, the following:
   - 8' (wide) x 10' booth space with pipe and drape
   - draped 6’ table, two chairs, electrical outlet (electricity use is an additional charge), wastebasket
   - identification signage
   - listing in the ABMA program

6. Payment and Cancellation. Full payment for exhibit space and registration fees must accompany exhibit space agreement. After space agreement is accepted, it shall be binding upon the applicant and subject to all terms and conditions of the agreement, rules and regulations, exhibitor manual and memos issued prior to the Conference.

In the event the Meeting is canceled, interrupted, or access of the premises is prohibited by reason of any strike, lockout, injunction, act of war, act of God or any other reasons, this contract will be terminated by ABMA. In the event of such termination, exhibitor waives any and all damages and claims for damages and agrees the sole liability of ABMA shall be to return to the exhibitor his prepaid fees, less his pro-rata share of all costs and expenses incurred by the ABMA.

In the event the Exhibitor cancels participation in the Conference, the following shall apply:

a. Cancellation notice must be received by ABMA in writing (via mail, e-mail or fax).
b. **Notice of cancellation received by ABMA 30 days prior to Suppliers Display Date or before** - refund of 50% of exhibit fee.

c. **Within 29 days or sooner to Suppliers Display Date, no refund will be made.**

7. **Exhibit Hours.** Exhibit hours will be from 8:00 AM to 12:00 PM. Beverages may be served during exhibit hours, but not during setup.

8. **Installation/Dismantle.** Exhibitors may begin move in Thursday, Jan 31, from 12:00 PM to 5:00 PM. OR Friday, February 1, from 7:00 AM to 7:45 AM. No exhibit, or portion thereof, may be removed during the exhibition without written authorization of ABMA. Exhibitors may begin move out at 12:00 PM, Friday, February 1 and must be completed by 1:00 pm on that day. Any breakdown or preparation for move out prior to the designated closing time will result in a $250 fine.

9. **Care of Premises.** No part of an exhibit and no signs or other materials may be posted in any way that might mar or deface the premises. Exhibitors will be held responsible for any and all property damage incurred by their employees/representatives.

10. **Liability.** Exhibitor assumes full responsibility for losses, damages, and claims arising out of injury or damage to exhibitor’s display, equipment, and other property brought upon by the Hotel and shall indemnify and hold harmless the Hotel agents, servants, service contractor, and all employees, and all ABMA members, officers, directors, agents and employees from any and all such losses, damages and claims.

The ABMA reserves the right to render all interpretations and decisions, should any questions arise, and to establish further regulations as may be necessary for the success and general well being of ABMA Suppliers’ Display.

______________________________  ________________________________
NAME                                      SIGNATURE

______________________________  ________________________________
COMPANY                                DATE
ABMA Finished Goods Display Contract and Policies

1. Location and Dates. **ABMA Finished Goods Display** will be held January 30, 2008 at the La Costa Resort in Carlsbad, CA. in Costa Del Sol DE.

2. Arrangement of Educational Displays. All displays will be arranged in accordance with the master floor plan developed by ABMA Staff, the Suppliers Division Executive Committee, the ABMA Convention Committee and the designated contract supplier.

3. Use of Space. The purpose of the exhibits is to inform and educate ABMA members regarding the uses, characteristics, applications, technology, etc. of the exhibitor’s products or services. Only those products and services of the company represented may be displayed and offered for sale. Subletting any portion of exhibit space is prohibited.

4. Guidelines. Pop-up, tabletop or similar portable displays are acceptable. Exhibits, displays or any devices, which in the opinion of management are not suitable or in keeping with management’s policy, will be prohibited.

Conference management reserves the right, to restrict exhibits which, because of noise, method of operation or any other reason, become objectionable or otherwise detract from or are out of keeping with the character of the exhibition as a whole. Exhibit activities must be conducted so as not to infringe on the rights of other exhibitors or offend visitors.

The exhibitor agrees not to sponsor functions, such as tours, golf and recreational outings, speeches, or other activities, during exhibit hours or in conflict with any officially programmed ABMA Annual Conference event.

5. Exhibit Set-up. **ABMA will provide**, as part of the exhibit fee, the following:

   - 8' (wide) x 10' booth space with pipe and drape
   - draped 6’ table, two chairs, electrical outlet (electricity use is an additional charge), wastebasket
   - identification signage
   - listing in the ABMA program

6. Payment and Cancellation. Full payment for exhibit space and registration fees must accompany exhibit space agreement. After space agreement is accepted, it shall be binding upon the applicant and subject to all terms and conditions of the agreement, rules and regulations, exhibitor manual and memos issued prior to the Conference.

In the event the Meeting is canceled, interrupted, or access of the premises is prohibited by reason of any strike, lockout, injunction, act of war, act of God or any other reasons, this contract will be terminated by ABMA. In the event of such termination, exhibitor waives any and all damages and claims for damages and agrees the sole liability of ABMA shall be to return to the exhibitor his prepaid fees, less his pro-rata share of all costs and expenses incurred by the ABMA.

In the event the Exhibitor cancels participation in the Conference, the following shall apply:
d. Cancellation notice must be received by ABMA in writing (via mail, e-mail or fax).

e. Notice of cancellation received by ABMA 30 days prior to Suppliers Display Date or before - refund of 50% of exhibit fee.

f. Within 29 days or sooner to Suppliers Display Date, no refund will be made.

7. Exhibit Hours. Exhibit hours will be from 6:00 PM to 9:00 PM. Beverages will be served during exhibit hours, but not during setup.

8. Installation/Dismantle. Exhibitors may begin move in Wednesday, January 30 from 12:00 PM to 5:00 PM. No exhibit, or portion thereof, may be removed during the exhibition without written authorization of ABMA. Exhibitors may begin move out at 9:00 PM, Wednesday, January 30 and must be completed by 10:00 PM on that day. Any breakdown or preparation for move out prior to the designated closing time will result in a $250 fine.

9. Care of Premises. No part of an exhibit and no signs or other materials may be posted in any way that might mar or deface the premises. Exhibitors will be held responsible for any and all property damage incurred by their employees/representatives.

10. Liability. Exhibitor assumes full responsibility for losses, damages, and claims arising out of injury or damage to exhibitor’s display, equipment, and other property brought upon by the Hotel and shall indemnify and hold harmless the Hotel agents, servants, service contractor, and all employees, and all ABMA members, officers, directors, agents and employees from any and all such losses, damages and claims.

The ABMA reserves the right to render all interpretations and decisions, should any questions arise, and to establish further regulations as may be necessary for the success and general well being of ABMA Finished Goods Display.

____________________________________  ______________________________________
NAME                                      SIGNATURE

____________________________________  ______________________________________
COMPANY                                   DATE
TO: All Key Contacts at Member Companies

REGISTER AND PAY ONLINE: www.abma.org

2008 ABMA Suppliers’ Display

And Again for 2008...

2008 ABMA Finished Goods Display

If you have not already received the appropriate paperwork for the 2008 ABMA Suppliers’ Display and the 2008 Finished Goods Display, you will shortly. ABMA has contracted with Tricord Tradeshow Services to handle the various services and equipment required for a product event for all concerned.

The Suppliers Display will take place on Feb 1, 2008 from 8:00 AM to 12:00 PM at the La Costa Resort. The reservation deadline is January 4th. Please remember that the display of completed brushes, rollers, brooms, and mops for resale is prohibited as are imports of finished paint applicator and accessories found for sale in retail stores.

The Finished Goods Display will take place from Jan 30, 2008 from 6:00 PM to 9:00 PM at the La Costa Resort. This event will be woven into the ABMA welcoming reception and will provide an exciting venue to showcase your products as you network with colleagues. The reservation deadline is January 4th. The purpose of this exhibit is to showcase our members’ unique manufacturing talents and capabilities. Please remember only your North American manufactured product (and labeled as such) may be exhibited. Finished products made by others and distributed by your company are not allowed.

Booth Registration:

The registration fee for a booth in either the ABMA Suppliers’ Display or the ABMA Finished Goods Display is $175, if paid prior to January 4, 2008. Otherwise, the booth fee is $275. (Checks should be made payable to ABMA in US funds drawn against a US bank. If making a wire transfer, add $30 for the service fee.) The fee includes:

♦ One 8’ x 10’ booth with draping
♦ Two chairs, Wastebasket
♦ One 6’ draped table
♦ ID Sign with company name

To register, complete and return the Suppliers/Finished Goods Display Booth Space portion of the Convention Registration Form; sign and return the Suppliers/Finished Goods Display Contract and Policies sheet; and enclose your payment, or complete the entire process on-line at www.abma.org. Remember, only exhibiting suppliers and registered manufacturing delegates may participate in the Suppliers’ Display; non-exhibiting Suppliers will NOT be allowed in the Suppliers’ Display.

Exhibitor Requirements:

In order to participate in either the Suppliers’ Display, the Finished Goods Display, or both, all members must be in compliance with the following:

Who May Exhibit: Exhibitors for the Suppliers Display must be Affiliate (supplier) members of ABMA. Exhibitors in the Finished Goods Display must be Active or Affiliate (supplier) members of ABMA who may exhibit finished goods which are manufactured in North America by the member company.
**Dues Payments:** Exhibitors must be members in good standing in order to display. This means that all dues must be paid in full by Jan 30, 2008 at the latest, according to the ABMA Bylaws. However, no one will be assigned a booth until their dues are paid in full, so exhibitors are encouraged to pay their dues promptly.

**Booth Assignments:** The number of booths is limited. All assignments will be made on a first-come, first-serve basis. One booth will be allowed per company with requests for all double booths, or any other multiple, handled on a space available basis. Every effort will be made to position suppliers in locations removed from their competitors; to aid in that process, therefore, please list on the registration form, up to four member companies which you would rather not have adjacent to your booth.

**Electrical & Audio Visual Needs:** Audio-visual presentations are permitted. Exhibits of machinery and/or equipment are also acceptable, but must be contained within the designated booth space and fit on top of the table. All electrical and audio-visual requirements should be pre-ordered using the form from Tricord Tradeshow Services. Fees for electrical use and A/V equipment will be charged on an individual basis.

**Shipping & Set Up:** Tricord Tradeshow Services will provide the materials for the tables and booths for the display. Please do NOT forward materials to the Hotel.

**SUPPLIERS DISPLAY Show Hours:**

<table>
<thead>
<tr>
<th>Day</th>
<th>Time</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thursday, January 31</td>
<td>12:00 PM – 5:00 PM</td>
<td>Set Up Access</td>
</tr>
<tr>
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</tr>
<tr>
<td></td>
<td>8:00 AM – 12:00 PM</td>
<td>Suppliers’ Display</td>
</tr>
<tr>
<td></td>
<td>12:00 PM – 1:00 PM</td>
<td>Exhibit Breakdown</td>
</tr>
<tr>
<td><strong>Note:</strong></td>
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<td>Any breakdown or preparation for move out prior to the designated closing time will result in a $250 fine.</td>
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<td>Friday, February 1</td>
<td>7:00 PM – 10:00 PM</td>
<td>Suppliers Reception</td>
</tr>
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Please keep in mind that the purpose of the Suppliers Display show is to acquaint ABMA Manufacturers with the technical aspects of your business as opposed to distributing promotional and sales material. The ABMA Suppliers’ Display works to strengthen the supplier / manufacturer relationship by increasing interaction.

The Display also promotes the domestic manufacturing of brushes and brush related products including mops, rollers, and brooms. Therefore, the display of completed brushes, rollers, brooms, and mops for resale is prohibited as are imports of finished paint applicator and accessories found for sale in retail stores.
FINISHED GOODS DISPLAY Show Hours:

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Please keep in mind that the purpose of the ABMA Finished Goods show is to acquaint ABMA Manufacturers with the unique manufacturing capabilities of your business. The ABMA Finished Goods Display works to strengthen our members by increasing awareness and networking.

The Display also promotes the domestic manufacturing of brushes and brush related products including mops, rollers, and brooms. Therefore, the display of completed brushes, rollers, brooms, and mops for resale is restricted to those products manufactured in North America by our members.

The ABMA Suppliers’ Display and Finished Goods Display are ideal forums for meeting with your industry peers. You might want to consider providing your customers with carry bags for brochures and samples. Nevertheless, be sure to participate by completing your registration form today!

If you have any questions, please contact ABMA headquarters, (630) 631-5217 or Carlos Petzold of Borghi USA / Bodam Int’l. at (410) 272-9797.

Sincerely,

David C. Parr
Executive Director