



December 2016

To: All ABMA Members

In 2017 your association marks its 100th anniversary. On behalf of the entire association let me thank you for your past support and loyalty to ABMA. The networking opportunities, friendships and general industry awareness are a big part of the value of ABMA. Your involvement makes us a better organization.

Our Association continues an exciting period of development. During 2017 we further developed our 100th Anniversary campaign for 2017, and what a campaign that has become! We are amazed and delighted to see the outpouring of support for the association and this industry. We continue to receive positive feedback relative to the effectiveness of our voluntary broom and mop packaging standards, developed through ASTM. We also successfully worked with ANSI to revise our Industry Standard for the safe use of Power Brushes. Our activities in 2016 make your membership in ABMA more important than ever. Additionally, association staff kept operating costs under tight control, keeping dues affordable. Looking ahead for 2017, we will continue our dedication to always improving your membership value equation. We look forward to your continuing support of ABMA and encourage your input. Please consider serving on an ABMA working committee. The benefits you gain more than outweigh the small commitment of time and energy.

Enclosed is your annual dues statement. Please pay your membership share by January 31 to take advantage of the "Early Bird Dues" and save \$50. Please also remember that all outstanding dues and assessments must be paid in full to attend the Annual Convention.

This year's convention will be March 22-25 at the Hyatt Grand Cypress Resort in Orlando, FL. In addition to the product displays, speakers, educational and recreational opportunities, you will enjoy a first class resort. This year's convention makes for an excellent opportunity to get some work done while setting aside some time to enjoy the area's amazing weather, beauty and attractions. Attendance at the ABMA convention will yield results that more than cover your investment!

We wish you a safe and happy holiday season. On behalf of the board of directors, thank you for your continued support of ABMA.

Sincerely,

Mark

D. Mark Fultz
President



ABMA Suppliers' Assessment 2017

The Suppliers Division Assessment is now billed annually at the same time as the Annual Dues. The purpose of this assessment is to fund the suppliers' portion of the Friday evening Suppliers Reception. (The ABMA budget pays 1/3 of the cost and this Assessment the other 2/3.)

Approved methodology:

1. Establish a budget for the Reception
2. Multiply that number by .667
3. Subtract or add from/to that any surplus or deficit in the Suppliers Division account
4. Provide a 25% cushion
5. Divide that amount by the number of Affiliate (Supplier) Member dues units.
6. Carry over any surplus or deficit for the current year to next year's calculation.

2017 Reception Budget: \$48,000 for 300 people.

Times 0.667: \$32,000

Subtract surplus: (\$12,651)

Balance: \$19,349

25% cushion: \$4,837

Total needed to fund: \$24,186

of divisional dues units: 300

Assessment per dues unit: \$80.00 (rounded) Prior year assessment: \$80.00

Payment of Divisional Assessments, just like Membership Dues, is required in order to remain a member in good standing of the ABMA. The dues renewal schedule **includes** the assessment for affiliate/supplier members.

Thank you for your continued support of ABMA and this streamlined Assessment process. The Suppliers Reception is one of the keystone events of the ABMA Annual Convention and is greatly appreciated by the Active Members. It remains a cost effective way to entertain your customers in a magnificent setting filled with great folks, great food and great fun.

Sincerely,

David Kalisz

Suppliers Division Chair



Fiscal Year 2017

ABMA Annual Dues/Assessment

Each Affiliate member shall be assigned the following number of Dues Units each year based on its Annual North American Sales Volume for its last completed fiscal year. For 2015 each dues unit is \$240 which is made up of Dues=\$160 and Suppliers Division Assessment=\$80.

Please circle your Dues Units and pay the appropriate amount. **For 2017, fees paid by January 31, 2017 are eligible for an "Early Bird Discount" of \$50.00.**

Company Name _____

AFFILIATE / SUPPLIER MEMBERS PAY COMBINED DUES AND ASSESSMENT (D&A) BELOW

DUES UNITS	SALES VOLUME	PAY BY JAN 31 EARLY BIRD D&A	PAY FEB 1 FULL PAYMENT D&A
4	Under \$500,000	\$910.00	\$960.00
5	\$500,000-1,000,000	\$1,150.00	\$1,200.00
6	\$1-2,000,000	\$1,390.00	\$1,440.00
7	\$2-5,000,000	\$1,630.00	\$1,680.00
8	\$5-10,000,000	\$1,870.00	\$1,920.00
9	\$10-15,000,000	\$2,110.00	\$2,160.00
10	\$15-20,000,000	\$2,350.00	\$2,400.00
11	\$20-25,000,000	\$2,590.00	\$2,640.00
12	\$25-30,000,000	\$2,830.00	\$2,880.00
13	\$30-35,000,000	\$3,070.00	\$3,120.00
14	\$35-40,000,000	\$3,310.00	\$3,360.00
15	\$40-45,000,000	\$3,550.00	\$3,600.00
16	\$45-50,000,000 & ABOVE	\$3,790.00	\$3,840.00

BRANCHES/SUBSIDIARIES? Pay dues on a consolidated basis and add branches/subsidiaries for \$275 each to get individual listings.

BCH/SUB _____

BCH/SUB _____

BCH/SUB _____

BCH/SUB _____

BCH/SUB _____

BCH/SUB _____

Your dues must be paid in full prior to Annual Convention Registration

I certify that our company meets the membership eligibility requirements as set forth in the ABMA bylaws, and that the dues payable represents the actual prorated portion of North American sales.
Signed by: _____ Date: _____

If you have any questions about your membership or this invoice, please contact headquarters at +720 392-2262, or info@abma.org immediately.

Your Association leadership has opted to pay all liability for any lobbying proxy tax. You may deduct the full dues payment as a business expense. Please consult your tax advisor for further clarification.

Your dues are payable upon receipt in U.S. dollars drawn on a U.S. bank. If paying via wire, please add \$30 USD for the wire transfer service fee.

Please sign and return original with your payment. Keep a copy for your records.

**RENEWAL
CALCULATOR**

Dues/Assessment	_____
Bch/Sub @ \$275ea	_____
Wire Xfer Fee @ \$30	_____
TOTAL	_____

Payment Options

ABMA Members have three options when paying their Membership Dues.

- 1) ONLINE: The company key contact may go online, shop for the company, and pay dues.
2) <https://netforum.avectra.com/eWeb/Shopping/Shopping.aspx?Site=ABMA&WebCode=Shopping>
OR
- 3) CHECK: **Mail a check made payable to ABMA in US dollars drawn on a US Bank.**
OR
- 3) WIRE TRANSFER: **Below are instructions for wire transfers. If you opt to send a wire transfer, please add \$30 USD to your total for the wire transfer service fee and then use the following bank information for your dues payment.**

Receiving Bank:	Wells Fargo Bank N.A. San Francisco, CA
Swift: US Funds	WFBIUS6S
Swift: Foreign Currency	WFBIUS6WFFX
Beneficiary Bank:	Old Second National Bank Aurora, IL
Beneficiary Swift:	//FW071900760
Beneficiary Customer:	American Brush Manufacturers Association 736 Main Ave Suite 7 Durango, CO 81301
Beneficiary Account:	10101111390
ABA:	071 900 760

Add Branches and Subsidiaries for \$275 each to get multiple listings at www.abma.org and in the Membership Directory

Renew online

The company **key contact** may go online, **shop for the company**, and pay dues.

<https://netforum.avectra.com/eWeb/Shopping/Shopping.aspx?Site=ABMA&WebCode=Shopping>