

**2018 ANNUAL CONVENTION  
AMERICAN BRUSH MANUFACTURERS ASSOCIATION**

**MEETING EVALUATION**

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**1. Rate the Annual Convention at Westin Kierland Resort & Spa, Scottsdale, AZ**

	<b>Excellent</b>	<b>Good</b>	<b>Fair</b>	<b>Poor</b>
Overall Meeting (71)	47	24		
Scottsdale as a Destination (72)	46	22	3	1
Westin Kierland Resort (73)	49	22	2	
Value of Meeting to your (70) Company	42	26	2	

**2. Do you have any suggestions as to how the Annual Convention can be improved so that it would enhance the value to you and your company?**

Great speakers are important.(3) I would insist that the speakers raffle off 10 books. Trivia maybe? Then buy a book for each company at a 1/2 price rate?

My only complaint about the location was that to fly there with baggage for two was about \$1,600 in coach!

As a yarn manufacturer and supplier to the industry, it would benefit us if more mop manufacturers, or our customers, attended the show.

I believe the convention should be shortened by moving the Saturday educational session to earlier in the schedule. From some distant locations, it is difficult to get home on weekends.(2)

Better Speaker Q&A time

Team Building games

Make the convention an experiential purchase

Make the closing session more efficient by having the person at the podium deliver ALL their reports

Small group breakouts

**3. Do you have any suggestions/preferences for future meeting sites?**

Tampa / St Pete, Hilton Head (2), Miami (3), Broadmoor (2), Las Vegas (3), Bonita Springs Fl, Bermuda, Hawaii (2), West Coast, Cancun, Glacier Natl Park, Lake Tahoe, Lost Pines, Sarasota, Santa Fe, Savannah, Charleston, Scottsdale (2), Marco Island, Pebble Beach, Naples

Offer Off site dinner sites for small groups to form on Thursday

**4. Please rate the following:**

	<b>Excellent</b>	<b>Good</b>	<b>Fair</b>	<b>Poor</b>
All Divisional Meeting (48)	20	22	6	
Educational Institute (45) Carlos Hidalgo: Thingalytics	13	24	7	1
Welcome Reception (66)	40	25	1	
Educational Institute (66) Ken Gronbach: Demographics, Big Data and Millennials Change Everything	53	12	1	
Suppliers Display (66)	36	30		
Friday Supplier Reception (71)	47	23	1	
Educational Institute (Sat) (36) Ryan Jenkins: Hiring, Retaining and Managing Millennials	24	11	1	

**5. Do you have any specific comments on the speakers or programming?**

Good job (2)

Listening to Ken about demographics put the sales possibilities into a different perspective. I enjoyed it.

Millennial presentation was interesting but I think he missed his mark in that he did not tie his points into millennials in a manufacturing environment.

Loved Ken Gronbach (6)

I enjoyed the presentations and like the information shared, it was insightful.

Demographics presentation was an interesting way to look at the past and future. It certainly suggests we pay lots of attention to Asia if you are selling a consumer product.

Eric Chester as a speaker

**6. What was the specific "take-home" value for you from attending this meeting?**

Seeing the suppliers display. Surprised how few of them are actively working on Prop 65

Networking (12)

Suppliers Display

Prop 65 Compliance

Interbrush 2020 is the people's mind!

Demographics are important. Manage the employee experience better. (5)

Collaborative discussion of issues facing manufacturers of similar products (Safety & Standards). I will probably begin to attend the Statistics Committee meeting next year (and not just for the lunch)..

A chance to meet with my customers or potential customers as well as touching base with my competitors. Loved Gronbach and Jenkins presentations.

Importance in investing in IT, Big Data

Fantastic education this year

Manage business better (2)

**7. What would be useful to your professional growth in subjects or networking at next year's meeting for either the Business Session or ABMA Educational Institute?**

I conduct many sales and technical presentations in a year. I would find a session about presentation techniques and how to hold peoples attention better and have them remember more form a presentation beneficial.

Speakers who utilize structured breakout group discussions- learn best practices from each other. Encourages members to get to know each other and learn about each other's business.

Seems like all products are trying to create a marketing niche by having some special additive or attribute that may or may not provide benefits. A discussion on truth in advertising or the legal aspects of product promotion, regulatory requirements in order to make claims, etc. would be good.

Technology for Manufacturing (2), Prop 65 for Dummies,

Economic future

Product Development

Succession planning

What to do about millennials when they start changing things at work

Marketing / Sales

Evolution of distribution channels

### 8. Is there anything additional ABMA can do to help you and or your business?

I think the current format is good and I always come away with information about topics and suppliers that is beneficial.

Great job! Loved this property for our group and this part of AZ. Would love to see this property in our usual rotation.

Contacts

Strengthen Benchmarking Data

Managing regulation compliance

Prop 65 details (4)

Speaker on customer expectations relative to quick shipments

HR Compliance

Higher tariffs

Encourage more attendance at FEIBP

Make the ABMA website more user friendly

### 9. Are there any other comments you would like to share with the Board?

Keep up the good work!! Conventions are great (4)

It is a great and valuable partnership with ABMA! Thanks so much! (3)

Thanks for the hard work - as always, Dave makes it look easy and keeps you all running smoothly! See you next year in the Bahamas!

Great job by the board as usual. One thing to negotiate with the hotel in the future: No charge for internet. I couldn't believe a place that charges almost \$300/night would charge an additional \$15/day for internet.

Great free wifi everywhere

As an American supplier, it is unsettling that more recent members are foreign suppliers that find the ABMA meeting very convenient to steal our customers. One

stop shopping for them.

We enjoy seeing everyone every year. The brush community is very strong.

Crying babies should be quickly removed by considerate parents

Need more members from household, Jan/San

Loved Iron Chef

Year	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
	Carlsbad CA La Costa	Miami Beach FL Eden Roc	Orlando, FL Omni	Austin, TX Hyatt Lost Pines	PB Gdns FL PGA Nat'l	Miami Beach FL Eden Roc	Palm Spg, CA Mission Hills	St Pete,FL R Vinoy	Bonita Spgs, FL Hyatt CP	Hyatt GC Orlando FL	Westin Kierland Scottsde AZ
<b>Number of Responses</b>	40	38	80	61	76	85	70	88	76	78	73
<b>Overall Meeting</b>	3.43	3.60	3.60	3.60	3.72	3.65	3.69	3.72	3.73	3.79	3.66
<b>City as Destination</b>	3.19	3.68	3.19	3.57	3.35	3.45	3.48	3.69	3.71	3.22	3.57
<b>Resort</b>	3.37	3.52	3.05	3.79	3.33	3.30	2.93	3.60	3.75	3.49	3.64
<b>Value</b>	3.43	3.59	3.55	3.42	3.63	3.47	3.53	3.54	3.71	3.53	3.57
<b>Divisional Meetings</b>	3.07	3.24	3.25	3.11	3.26	3.20	3.22	2.98	3.12	3.25	3.27
<b>Educational Institute</b>	3.24	2.92	3.05	3.15	3.34	3.03	2.94	3.26	2.80	3.05	3.08
<b>Opening Reception</b>	3.06	3.48	3.51	3.63	3.55	2.66	3.39	3.63	3.68	3.63	3.59
<b>Educational Institute</b>	3.45	3.16	3.85	2.41	3.28	3.83	3.72	3.22	3.63	3.68	3.78
<b>Suppliers Display</b>	3.38	3.49	3.33	3.45	3.52	3.64	3.46	3.50	3.60	3.62	3.54
<b>Finished Goods Display</b>	2.58	2.90		2.96	2.56						
<b>Supplier's Reception</b>	3.31	3.78	3.06	3.88	3.87	3.80	3.61	3.75	3.71	3.74	3.64
<b>Educational Institute</b>			2.92	2.86	2.23	3.66	3.76	3.73	3.47		3.63
<b>Total Unweighted Average</b>	3.16	3.44	3.28	3.34	3.29	3.39	3.40	3.51	3.54	3.50	3.54