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## *Greetings from the Chair*

*Special Interest  
Articles:*

*Past Conference  
Photo's*

*Save the Date*

*Thank You Jan!*

Harvey Herer,  
Chairman  
The ABC  
Companies, Inc. and  
ABC-Amega Inc.

The Spring Conference in Orlando was a hit! The Walt Disney Resort Hotel was great and Downtown Disney gave us so many options within walking distance. The Educational Presentations included, Leveraged Buyouts, Financial Statements Analysis, the Economic Outlook, Upcoming Debt projections and of course our great Legal Panel that included Jim Anderson, Mary Seymour, Scott Cargill of Lowenstein Sandler. My personal thanks to Mike Meyers and all the ABC-Amega staff that "put it all together".

The Fall Conference is scheduled for September 28<sup>th</sup>-30<sup>th</sup> in Baltimore, MD. The PICE-PACE Education Committee has been working with Mike Meyers on the agenda, speakers and activities. We will have the details finalized shortly. As a "tweaker", our Thursday night group dinner is scheduled to be at the National Aquarium and our friends at Lowenstein Sandler have graciously offered to sponsor the event. Details will be coming soon from Mike, so make sure to mark your calendars! Looking ahead, we are considering several locations for the 2012 Spring Conference that includes San Antonio, Austin, New Orleans, Phoenix and San Diego.

Let me briefly give you updates on Committee activities:

**Marketing Committee** – Over the last year we have initiated several activities in an effort to grow our membership. One initiative was focused on the west coast. Lists were created by Mike Meyers and the Executive Committee made phone calls to prospective members. What we found....the economy is hindering membership and our efforts were not successful. Another ongoing effort by Mike has been to generate lists for prospective members located in or near our conference locations and offer a free admission to the conference. We currently are looking at other web based projects as well to jumpstart our membership. On this note, if your daily communications bring you in contact with any credit professionals in our related business, call Mike Meyers for a follow-up call. On a positive note, our newest member is Angela Crace, with WISE BUSINESS FORMS, Member#FM0101. Please give her a call to welcome her @ 770-442-1060 or [acrace@wbf.com](mailto:acrace@wbf.com).

**Education Committee** – The PICE-PACE Committee is putting final touches on the Fall Conference and working on the Spring event as well. From the PACE side, we have spent considerable time reviewing the go-pace web site to "spruce it up". We have had conference calls with the current web manager and reviewed our options. What we found is that the current structure limits design changes and if we would want major changes, i.e. videos, pictures, graphics etc, the cost would be great to our treasury. So our decision was not to go that route at this time.

I hope this gives you a snapshot of our activities. Be assured, we are working behind the scenes to keep our current membership, grow new members, plan successful conferences and keep you informed on PACE activities. Please feel free to call me @ 800-798-0197 or email @ [mike@goldenroll.com](mailto:mike@goldenroll.com) if you have any suggestions to better PACE. I look forward to seeing each of you in Baltimore.