

The **ALL NEW EXPO!**

RESERVE YOUR SPOT NOW!

Why Exhibit?

This year's Expo is a one-day, power-packed extravaganza with events taking place on the show floor.

The New England Business Expo has a distinguished history of attracting business from all fields of commerce for the last 18 years.

SO JOIN US! Meet thousands of qualified buyers, and develop new leads.

You won't want to miss it!

WORCESTER REGIONAL
Chamber of Commerce

BOOTH RESERVATION FORM

YES! I want to be an exhibitor!

Please sign me up for a booth! Total number booths requested _____

Cost: \$850 Member • \$1,000 Non-Member

Company/Organization _____

Products and/or services to be exhibited _____

Contact _____

Title _____

Address _____

Tel _____

Fax _____

Email _____

PAYMENT

Check Amex MC Discover Visa

Card # _____

Expiration Date _____

Please make checks payable to
Worcester Regional Chamber of Commerce and mail to:

Worcester Regional Chamber of Commerce • 339 Main Street • Worcester, MA 01608
or fax to: 508.754.8560

For more information, please contact Pat Hoey Productions at 800.533.0229

Past Expo Exhibitors

100.1 The Fox
AAA Southern New England
AA Transportation
AB & Palumbo Electrical Contractors
AdCare Hospital of Worcester
ADTECH Systems
Alternatives
American Red Cross Blood Services
Assumption College
Atlas Press
Auburn Chamber of Commerce
Automated Business Solutions
Avon By Cindy
Balloon Platoon
Banknorth
Barbanel Design & Promotional Products
Bay Path College
Becker College
Beechwood Hotel
Better Business Bureau
Blackstone Valley Chamber
BNA Computing
BNI A-Team Worcester
BNI Holden Chapter
Ron Bouley Photography
Cambridge Credit Counseling
Cash Recovery Specialist
CBS Payroll Service, Inc.
Center for Women & Enterprise
Charlton Economic Development Comm.
Charter Communications
Citizen's Bank
Clark University, SBDC
Clayton Group Services, Inc.
CMEA, The Employers Association
Colleges of Worcester Consortium
Comcast Advertising Sales
Commerce Associates
Commerce Bank and Harper's Payroll
Commonwealth National Bank
Connections, Voice & Data
Copper Fox
Corporate Environmental Advisors
Corridor Nine Area Chamber
Country Bank
Courtyard By Marriott - Worcester
Crowne Plaza Hotel
Curry College
Curry Printing
Debs Chiropractic Physicians
Deerfield Press, Inc.
Double Lucky Star Restaurant
Dovetail Internet Technologies
Drew Mortgage

E.L. Harvey & Sons
East Commerce Solutions
Enterprise Cleaning Corporation
Epson America
Eventronics MasterMind In Zone Developer
Express Personnel Services
Facilitations, Ltd
Faith Casler Associates, Inc.
Fallon Community Health Plan
First Highland
Fleet
Fletcher, Tilton & Whipple
The Frank Foley Show
Fresh Design
Gold's Gym
Good As Gold Coffee Systems
Green Hill Golf Course
Harvard Pilgrim Health Care
Hebert Candies
Holden Area Chamber of Commerce
Holden Landmark Corporation
Holiday Inn
IKON
The Invironmentalists/Dupont Textiles
Jillians
Joseph's Lock & Safe
KEURIG, Inc.
Kinko's / Awards.com
LaVenture Photography
Lightship Telecom
MANN'S Trailer Sales
Market Connections
Mary Kay
Mass Development
Mass MegaWatts
Massachusetts Electric Company
Massachusetts Special Olympics
McBee Systems
MediaBids.com
Merchants Leasing
Microliance Business Solutions
Moonwalks & More Amusements
Gary Moyer, Architect
Musiclothes by Edgerton Enterprises
Nash & Company
New England Copy Specialists
New York Life Securities
Nichols College
Northeast Copier Systems
Oldies 98.9
Overlook Life Care Community
Page Chiropractic Health Center
The Patriot Group

The Protector Group Insurance
PC-Plus Technologies
PENTA Communications
Pepper's Fine Foods Catering
Planned Parenthood
Polar Beverages
Presentation Technologies
Quinsigamond Community College
Rescom Exteriors, Inc.
RESEVUE Exhibits
RGIS Inventory Specialists
S.C.O.R.E.
Securitas Security Services USA
Shrewsbury Street Sampler
Simon Mall
Southwest Airlines Company
Sovereign Bank
The Spa Store
Spawrhawk Asset Management
Sprint
State Wide Security Protection, Inc.
Strauss and Strauss
Struck Catering
Subito Technologies
Sunshine Sign Co. Inc.
T.C.G. Solutions
TEI, LLC
Town Fair Tire
University of Phoenix
UnumProvident Corporation
Village Tavern
W.A.C. Consulting, Inc.
Wachusett Mountain
Waddell & Reed
Warren Conference Center
Webster Five Cents Savings Bank
Westborough Bank
Worcester Business Journal
Worcester Family Practice
Worcester Fitness
Worcester Flower Show
Worcester Ice Cats
Worcester Regional Transit Authority
Worcester State College
Worcester Telegram & Gazette
Worcester Vocational High School
Worcester's Centrum Centre
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WORCESTER REGIONAL
Chamber of Commerce presents

NEW ENGLAND
Business Expo
The Business Place To Be!

ONE ACTION PACKED DAY
Thursday
October 14, 2004

We're
Building A
Better Expo!

WE'RE BUILDING THIS YEAR'S EXPO FROM THE GROUND UP LITERALLY!

The Expo's featured events will take place right on the Expo floor – that means thousands of attendees will walk through the show and by your booth!

The Expo will get off to an early start as the always-popular **Breakfast Club** sponsored by Fallon kicks off the day with the sell-out crowd that comes to recognize area businesses for contributions and milestones. When the Breakfast Club adjourns at 9 am, over 400 attendees will spill out onto the show floor.

The morning will also feature the **Manufacturing Advancement Center (MAC)** who will draw hundreds as they welcome attendees to six state-of-the-art seminars on key areas of interest. The morning will culminate with the MAC luncheon program featuring John Morgridge, Chairman of the Board at Cisco Systems along with other notable dignitaries.

Topical seminars on issues of interest to small business will be available to attendees who pre-register drawing even more traffic to the Expo. The Featured Speaker Series presented by the Worcester Economic Club expects hundreds more on the show floor to hear from a nationally acclaimed speaker. The AdClub begins the evening festivities with its Holland Awards for creative excellence as the public is welcomed in to view nominated work.

Business After Hours sponsored by Triton Technologies will close the show as hundreds gather to sample cuisine from area restaurants and vocational schools. Awards for best exhibitor booth and the best cuisine will be presented as the event caps off an exciting day.

Don't miss it – get in on the ground floor of this year's New England Business Expo!
Call Pat Hoey Productions at 1-800-533-0229 to reserve your booth.

2004 New England Business Expo Steering Committee

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NEW ENGLAND Business Expo

The Business Place To Be!

Thursday, October 14, 2004
The ALL NEW EXPO floor is jam packed with exhibitors, demonstrators, activities and attendees. Be where the action is this fall - at the Expo!



Manufacturing Our Future Through Vocational Education
An exciting two part event promoting vocational education

Morning Session

Vocational schools provide a bridge to the world of work.

This event is open to everyone, but pre-registration is requested. Local business and political leaders will participate in a plenary session moderated by **Stephen Willand, Ph.D.**, Director of the Central Massachusetts Regional Employment Board. Hear from students in the areas of manufacturing, construction, health, biomedical, information technology, and business on how vocational education has affected their lives and will affect their future.

Breakout sessions will feature area CEOs: **Kevin O'Sullivan**, President - MBI; **Fred Eppinger**, President and CEO - Allmerica Financial; **Joseph Tucci**, President and CEO - EMC Corp.; **Eric Shultz**, President - Fallon Community Health Plan; **Philip Morgan**, President - Morgan Construction; **Anthony Consigli**, President - Consigli Construction.



Sponsored by
FALLON COMMUNITY HEALTH PLAN

The Breakfast Club

The Chamber's Breakfast Club – held four times a year – draws a sell-out crowd of hundreds to honor area businesses for their accomplishments. See who's who in the business community as the event's emcee gets the crowd going with lively presentations to the salutes.



Manufacturing Your Future through Vocational Education

Visit the streets of Central Mass right on the Expo floor as the Manufacturing Advancement Center paves the way to your future through vocational education. Presentations will be given by area leaders on the six areas of vocational education – manufacturing, health, biomedical, construction, business and information technology.

John P. Morgridge, Chairman of the Board, CISCO Systems will be the keynote speaker at the luncheon. Hear about the future of vocational educational and how it can work for your company.

Topical Seminars

Top level business leaders are formulating topical seminars designed to attract decision-makers to the Expo. Additional information about seminar content, presenters, and registration will be available prior to the Expo.

For your small business

Featured Speaker

With a long history of nationally acclaimed speakers, this series draws huge crowds to the Expo – and this year the event will be held right on the Expo floor.

Admission to hear the speaker is free and open to the public, however seating is limited. The speaker will be announced during the marketing campaign that will drive attendance to the Expo.

FEATURED SPEAKER

presented by



Featuring the **Mary T. Holland Awards for Creative Excellence**

AdClub of Greater Worcester

See the best of the best in advertising as the area's marketing community displays their award-winning work at the AdClub's annual Mary T. Holland Awards. Innovations in creative marketing will be showcased as creative, local talent from ad agencies, marketing firms, and freelancers converge at the show.

Business After Hours

Business After Hours at the Expo provides a venue for networking with business contacts that you've made throughout the day. Tasty samples of local cuisine along with a cash bar make the event a relaxing way to make business connections.



Sponsored by
Triton Technologies LLC

SCHEDULE (Work in Progress)

TIME	EVENT	LOCATION
7:30 a.m.	Breakfast Club*	Event Room on Show Floor
9:00 a.m.	Show Floor Opens	Show Floor

Economic Summit: Manufacturing Your Future through Vocational Education

9:30 – 10:00 a.m.	Registration and Networking	Event Room on Show Floor
10:00 – 12:00 p.m.	Concurrent Breakout Sessions	Rooms A – E (Upstairs)
12:00 – 2:00 p.m.	Luncheon Program*	Event Room on Show Floor

Topical Seminars

2:30 – 4:00 p.m.	Workshops for Business	Event Room on Show Floor or Seminar Rooms
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Worcester Economic Club

4:30 – 5:15 p.m.	Featured Speaker	Event Room on Show Floor
5:45 p.m.	WEC Private Reception*	Junior Ballroom (Upstairs)

Business After Hours

5:15 – 7:30 p.m.	Business After Hours	Show Floor
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AdClub of Greater Worcester

5:30 – 6:00 p.m.	Preview of Entries	Event Room on Show Floor
6:00 – 6:45 p.m.	Holland Award Presentations	Event Room on Show Floor

* There is a cost associated with these events.



The 2004 New England Business Expo is... The Business Place To Be!

Special MAC Package!

PURCHASE THE SPECIALLY PRICED PACKAGE FOR \$1400 AND RECEIVE:

- A booth at the Expo with electricity
- A table for 10 with 2 seats donated to vocational students
- 2 tickets to the Chamber's Breakfast Club
- A donation to the Milton P. Higgins Scholarship Fund

For more information on the Summit at the Expo, contact Kathie Mahoney from MAC at 508-831-7020 or kmahoney@wpi.edu or visit their web site at www.massmac.org



The first annual Milton P. Higgins Scholarship Awards will be presented to 18 vocational students.

Luncheon Program

Join us for lunch and hear about the future of vocational education.

John Morgridge, Chairman of the Board at Cisco Systems will be the keynote speaker. **Jane C. Edmonds**, Director, Massachusetts Department of Workforce Development will also present along with a video presentation by Congressman **James P. McGovern**, 3rd Congressional District.

John Morgridge, joined Cisco in 1988 as President and CEO and grew the company from \$5 million in sales to over \$1 billion, and from 34 employees to over 2,260. In 1990, he took Cisco public and in 1995 was appointed Chairman. Today, the company has more than \$18 billion in revenues and nearly 36,000 employees operating in 65 countries. Cisco uses Internet technology to gain a competitive advantage with over 90 percent of the company's orders and customer support being transacted via the Web.

The fee of \$40 per person includes lunch and the speaking program. Tables of 10 are available for \$400 with 2 seats donated to vocational education students. After October 1, the fee is \$50 per person.

