

A GREAT EVENT FOR
YOUR MANAGERS TOO!

DISTRIBUTION
MANAGEMENT
DMU
UNIVERSITY

**REGISTER BY SEPTEMBER 15
AND SAVE \$100!**



2015
NAFCD * NBMDA
ANNUAL CONVENTION

November 3-5, 2015
Hilton Orlando
Orlando, Florida



NAFCD



NBMDA

www.distributorconvention.org

About the Hosts



North American Association of Floor Covering Distributors

The North American Association of Floor Covering Distributors serves distributors, manufacturers, suppliers and service providers of floor covering materials and related products. The volunteer organization enables the leaders of wholesale floor covering distributors to be the most efficient, professional and profitable vehicle for bringing their suppliers' product to market, resulting in the highest degree of satisfaction from manufacturers to customers. Learn more at www.nafcd.org.



North American Building Material Distribution Association

The North American Building Material Distribution Association represents leading wholesale distributors of wood panels, surfacing materials, cabinet hardware, finishes and related products. Membership is comprised of distributors and manufacturers that serve the independent kitchen and bath dealer, as well as those that serve production companies involved in cabinetry, architectural woodwork, stock woodwork, store fixtures, solid surface fabricating, plastics fabricating, general and specialty woodworking industries. Learn more at www.nbmda.org.

About the Convention

This is not a traditional trade show format; this is an intimate and focused event with many opportunities to build relationships between distributors and manufacturers. The NAFCD + NBMDA Annual Convention unites the top distributors, manufacturers and service providers from the floor covering, specialty building material, cabinetry and woodworking industries to network, engage, learn and grow their businesses.

BUSINESS MEETINGS

Table tops offer a private and comfortable setting in which to interact with others, providing the ideal environment for establishing and strengthening partnerships and building your business network. Attendees are encouraged to reach out to exhibitors ahead of time to set up appointments and business meetings, guaranteeing productivity.



INDUSTRY EDUCATION

Hear nationally recognized speakers share their expertise on economic trends, talent management, trends in the building product supply chain, and innovation. You will walk away with practical tips and best practices that can be immediately implemented to enhance your business and your personal brand.



BEST PRACTICES


Participate in interactive roundtable discussions to dissect and expand on industry topics with other attendees. Networking receptions and happy hour events provide opportunities for more informal conversations with industry colleagues and reconnecting with old friends. Sharing ideas and lessons learned will add to the value of your overall convention experience, and the knowledge gained can apply directly to your business.



Schedule of Events

Schedule is tentative and subject to change. View the most up-to-date schedule at www.distributorconvention.org/schedule.

Tuesday, November 3

8:00 a.m. – 5:00 p.m.	 Distribution Management University (DMU), Bob Langdon
8:00 a.m. – 5:00 p.m.	Optional: Manufacturer-Hosted Distributor Meetings
5:30 p.m. – 6:30 p.m.	NBMDA First Time Attendee Reception <i>(Invite Only)</i>
5:30 p.m. – 7:00 p.m.	NAFCD Networking Reception
Evening	Optional: Manufacturer-Hosted Receptions and Dinners

Wednesday, November 4

8:00 a.m. – 9:15 a.m.	NAFCD Breakfast and Member Meeting NBMDA Breakfast and Member Meeting
9:30 a.m. – 10:45 a.m.	Opening General Session, Mike Rayburn
11:00 a.m. – 12:30 p.m.	Concurrent General Sessions, Mark Herbek and Claudia St. John
12:30 p.m. – 1:30 p.m.	All-Attendee and Spouse Lunch
1:45 p.m. – 2:45 p.m.	Best Practice Roundtable Discussion
2:00 p.m. – 4:00 p.m.	Spouse Event
3:00 p.m. – 4:30 p.m.	Concurrent General Sessions, Mark Herbek and Claudia St. John
5:00 p.m. – 7:00 p.m.	Welcome Reception in Exhibit Hall
Evening	Optional: Manufacturer-Hosted Receptions and Dinners

Thursday, November 5

8:00 a.m. – 8:30 a.m.	All-Attendee Breakfast
8:30 a.m. – 10:00 a.m.	General Session, Alan Beaulieu
10:15 a.m. – 5:15 p.m.	Exhibit Hall Open
11:30 a.m. – 1:30 p.m.	Working Lunch in the Exhibit Hall
5:15 p.m. – 6:30 p.m.	Networking Happy Hour
6:30 p.m. – 8:30 p.m.	Closing Reception and Dinner

NAFCD Events, Board and Committee Meetings



Monday, November 2

1:00 p.m. – 3:00 p.m.	NAFCD Executive Committee Meeting <i>(Invite Only)</i>
3:00 p.m. – 5:30 p.m.	NAFCD Board of Directors Meeting <i>(Invite Only)</i>

Tuesday, November 3

5:30 p.m. – 7:00 p.m.	NAFCD Networking Reception
-----------------------	----------------------------

Wednesday, November 4

8:00 a.m. – 9:15 a.m.	NAFCD Breakfast and Member Meeting
11:00 a.m. – 12:30 p.m.	NAFCD Specific General Session: Trends in Building Product Supply Chain

NBMDA Events, Board and Committee Meetings



Tuesday, November 3

9:00 a.m. – 11:00 a.m.	NBMDA Executive Committee Meeting <i>(Invite Only)</i>
11:30 a.m. – 2:00 p.m.	NBMDA Board of Directors Meeting <i>(Invite Only)</i>
3:00 p.m. – 5:00 p.m.	CIDA Steering Committee Meeting <i>(Invite Only)</i>
5:30 p.m. – 6:30 p.m.	NBMDA First Time Attendee Reception <i>(Invite Only)</i>

Wednesday, November 4

8:00 a.m. – 9:15 a.m.	NBMDA Breakfast and Member Meeting
3:00 p.m. – 4:30 p.m.	NBMDA Specific General Session: Trends in Building Product Supply Chain

Exhibit Hall Hours

Wednesday, November 4

5:00 p.m. – 7:00 p.m.	Welcome Reception in Exhibit Hall
-----------------------	-----------------------------------

Thursday, November 5

10:15 a.m. – 5:15 p.m.	Exhibit Hall Open
11:30 a.m. – 1:30 p.m.	Working Lunch in the Exhibit Hall

Education & Keynote Speakers

What If...? Inspiring Innovation and Performance

Wednesday, November 4, 9:30 a.m. – 10:45 a.m.



Mike Rayburn, International Keynote Speaker

In this presentation, Mike teaches innovation, possibility thinking, and personal mastery. Diverse audiences across North America are raving about the program, having learned how to realize their amazing, unrealized potential.

Key Learnings:

- Tools to learn and expand innovation and possibility thinking
- Tools for effective time management and moving from “managing change” to “creating change”
- How to set empowering goals which can affect exponential personal and organizational change and improvement

Trends in the Building Product Supply Chain

Wednesday, November 4, 11:00 a.m. – 12:30 p.m.: NAFCD Specific
3:00 p.m. – 4:30 p.m.: NBMDA Specific



Mark Herbek, Sr. Analyst, Cleveland Research

Join Mark for detailed overview and new insights on key customers including home improvement, homebuilders, and distribution. In separate concurrent sessions for NAFCD and NBMDA, attendees will receive a specific analysis of the growing influence of eCommerce within floorcovering categories and building products respectively and review near-term performance and takeaways from the NAFCD and NBMDA Quarterly Sales Trend Reports.

Key Learnings:

- Real time update on the US recovery
- Key positives and negatives across the economic landscape
- Insights on the growing importance and opportunities for your business within Digital Advertising

Tips for Hiring, Training and Retaining Top Talent

Wednesday, November 4, 11:00 a.m. – 12:30 p.m. and 3:00 p.m. – 4:30 p.m.



Claudia St. John, President, Affinity HR Group, LLC

Claudia will present best-in-class recruiting strategies and people management practices to help companies be more successful in talent acquisition and retention.

Key Learnings:

- Learn tips and tricks that recruiters use in finding and screening job candidates
- Discover ways to improve their own interviewing skills
- Gain insight and understanding to help improve employee engagement and retention, particularly during the critical first 45 days of employment

Years of Calculated Opportunity

Thursday, November 5, 8:30 a.m. – 10:00 a.m.



Alan Beaulieu, President, ITR Economics

Alan details what economic indicators executives should follow and will cover a wide variety of topics from regional economic updates to an outlook on inflation.

Key Learnings:

- Short- and long-term global economic forecasts
- Relationship of political events and economic growth
- Proven strategies for leveraging economic forecasts at the company level

Visit distributorconvention.org to view full session descriptions and speaker biographies.

Best Practice Roundtable Discussions

NAFCD and NBMDA members will be seated by association to discuss trends and interests on industry-specific “hot topics” that matter the most to attendees. Manufacturers are strongly encouraged to attend. Seats will be assigned to ensure a balance of distributors and manufacturers at each table.



Special Events at the 2015 NAFCD + NBMDA Annual Convention

Distribution Management University



The 2015 Distribution Management University is held in conjunction with the NAFCD + NBMDA Annual Convention. This is the perfect opportunity for managers to improve their market knowledge and productivity.

Social Media Lounge

Learn from the experts how you can improve your social media presence and how utilizing social media platforms can help you personally and professionally. Social media coaches will be available in the registration area to provide you with a complimentary LinkedIn profile refresh. Plus there will be a photographer in the lounge to take professional headshots. Watch for communications on how to sign up for a private session and upgrade your brand on LinkedIn.

Use **#DistConv15** to join the conversation on social media and receive the latest updates on the 2015 NAFCD + NBMDA Annual Convention.

Pre-Convention Manufacturer-Distributor Business Enhancement Meetings

Several manufacturers will be hosting private meetings or functions with invited distributors in the days prior to the Annual Convention. Ask your primary suppliers if they are planning a meeting or function for distributors, so that you may plan your travel itinerary accordingly.

Closing Reception and Dinner

End your convention experience on a high note with a Thursday night reception and celebration. Enjoy a true Florida experience and celebrate a successful week with your friends and business partners at Sun Garden in Hilton Orlando, featuring spectacular water fountains and fire pits. The patio will provide a perfect evening outdoors for entertainment and interactive activities. Plus you won't want to miss the locally-inspired food stations and hand-crafted beverages as we celebrate the conclusion of another successful convention.

Spouse/Guest Functions

While you're busy connecting with business partners and learning the latest industry trends, your spouse or guest is invited to participate in a Wednesday afternoon cooking demonstration and wine tasting. All registered spouses and guests are invited to participate in all convention events.

2015 Annual Convention Exhibiting Companies

As of July 2015

Visit www.distributorconvention.org for a current list of 2015 exhibitors.

Accuride International	Inhaus Surfaces Limited	Profit2
Advanced Adhesive Technologies, Inc.	IVC US, Inc	Raskin Gorilla Floors
ARAUCO North America	IVM Chemicals Inc. Milesi Wood Coatings	REHAU Industries LLC
Armstrong Ceilings	Johnson Hardwood	Rev-A-Shelf
Artistic Finishes, Inc.	Jowat Corporation	Richwood Industries, Inc. - Makers of PolyBAK
Bamboo Hardwoods	Karran USA	Robinson Lumber Company
Berenson Corp.	Kerfkore Company	Rollex Corporation
BFS, USA	King Plastic Corporation	Roseburg Forest Products
Birchland Plywood	Knappe & Vogt Manufacturing	Sales-i
Blum Inc.	Kraus Flooring	Shamrock Plank Flooring
Bona US	Kronotex USA/American Concepts	SierraPine
Bostik	L&S Lighting	SR Wood, Inc.
Brown Wood Inc.	L.W. Mountain, Inc.	States Industries
Chemcraft, Inc.	La Crosse Flooring	Stauf USA, LLC
Chemetal	Liberty Woods International	StevensWood
Choice Brands Adhesives	Loxcreen Flooring Group	Stoehr Flooring
Columbia Forest Products	M.L. Campbell	Tafisa Canada, Inc.
Dancik International, LDT.*	Majure Data	Timber Products Company
Darlington Veneer Co., Inc.	McCabe Training & Consulting*	Traxx Corporation*
Deerwood Fasteners	MEGANITE Solid Surface	Triangulo Exotic Hardwoods Flooring
DMSi Software	Metroflor Corporation	U.S. Futaba, Inc.
Doellken Woodtape	Mirage Floors	Ultimate RB*
DriTac Flooring Products	Mohawk Finishing Products	Unilin Flooring
Far East American	Murphy Company	Valspar
Foam Products Corp.*	National Wood Flooring Association	Vauth-Sagel USA, LP
Formica Corporation	Northstar Chemical	Veneer Technologies, Inc.
FormWood Industries, Inc.	Novalis International	Versatrim, Inc.*
Foss Manufacturing	Panel Processing*	VT Industries
Franklin International	Panolam Surface Systems	WilsonArt
Glideware	Peter Meier, Inc.	World Products Sourcing Inc.
Grass America Inc.	PRIMATECH	Zamma Corporation
Hutton Forest Products	Prime Supply Flooring	
IMG International Markets Group		
Industrial Timber & Lumber		

*Denotes first-time exhibitor

For more information on exhibit/sponsor opportunities, contact Scott Narug, Director of Sales, at 312-673-5974 or snarug@distributorconvention.org.

Join Us in Sunny Orlando

Registration

Register for the 2015 NAFCD + NBMDA Annual Convention online at www.distributorconvention.org.

Register by **September 15 and save \$100!**

Hilton Orlando

**6001 Destination Parkway
Orlando, FL 32819**

Based on positive feedback received from the 2012 Annual Convention, the Hilton Orlando will be hosting the convention in 2015!

Hilton Orlando offers an attractive location for leisure and business travelers seeking an upscale resort experience located 15 minutes from the Orlando International Airport.

Attendees will appreciate the close proximity to International Drive shopping and dining and Orlando's main attractions.



Hotel Reservations

Discounted room rates are available for convention attendees. The rate for a standard room (single/double) is \$199/night plus applicable taxes. Make your hotel reservations:

- **Online:** Visit www.distributorconvention.org/housing
- **Phone:** Call 888-488-3509 and reference NAFCD and/or NBMDA when making your reservations.

Please be aware that if you receive an email or phone call from anyone claiming to represent NAFCD, NBMDA or the Hilton Orlando, it is likely a scam. We highly recommend that you book your room directly through the official hotel or by call the hotel.

Reservations must be made by **October 7, 2015**. Availability and rates cannot be guaranteed after this date.

Ground Transportation

Several transportation options are available to/from the airport including taxi service, airport shuttle service, town cars, SUVs or limousines. Approximate pricing may be found at www.distributorconvention.org.

Directions and Parking

The hotel offers both valet and self-parking. Driving directions and parking rates may be viewed at www.distributorconvention.org.

Attire

The dress code for the NAFCD + NBMDA Annual Conference is business casual. Meeting rooms are often cool, so dressing in layers is recommended.



Orlando photos courtesy of Visit Orlando

Sponsors and Partners

As of July 2015

Annual Convention Diamond Level Sponsors



NAFCD Education Supporter



NBMDA Education Gold Level Donors



For more information on sponsorship opportunities, contact Scott Narug, Director of Sales, at 312-673-5974 or snarug@distributorconvention.org.

330 North Wabash Avenue
Suite 2000
Chicago, Illinois 60611



**North American Association of
Floor Covering Distributors**

Phone: 312-321-6836
Email: info@nafcd.org
Website: www.nafcd.org



**North American Building Material
Distribution Association**

Phone: 312-321-6845
Email: info@nbmda.org
Website: www.nbmda.org

2015
NAFCD * NBMDA
ANNUAL CONVENTION

November 3-5, 2015
Hilton Orlando
Orlando, Florida

Visit www.distributorconvention.org

“Excellent networking and educational event. One of the ‘must-attends’ for my company and leadership team each year.”

**2014 Attendee, David Williams
VP, Horizon Forest Products**

Register today at www.distributorconvention.org