

A GREAT EVENT FOR
YOUR MANAGERS TOO!



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AND SAVE \$100!**

2014
NAFCD ★ NBMDA
ANNUAL CONVENTION

The logo features the year "2014" in a large, grey, sans-serif font. The "0" is replaced by two curved arrows: a blue one pointing right and a yellow one pointing left. Below the year, "NAFCD" is in blue and "NBMDA" is in yellow, separated by a grey star. "ANNUAL CONVENTION" is in a smaller, grey, sans-serif font.

November 18-20, 2014
Sheraton Dallas Hotel
Dallas, Texas

Visit www.distributorconvention.org



NAFCD Executive Networking Forum ★ NBMDA Tabletop Business Session

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 the leading wholesale distributors and manufacturers of specialty building products and woodworking materials. Membership segments represent distributors and manufacturers that serve the independent building material, lumber and kitchen and bath dealer, regional and national home centers, as well as those who 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 Annual 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, cabinetry and woodworking industries to network, engage, learn and grow their businesses.

BUSINESS MEETINGS

Booths 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, driving sales, relationship building, trends in the building product supply chain, corporate culture and leadership improvement. 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 18

- 8:00 a.m. – 5:00 p.m. Optional: Manufacturer-Hosted Distributor Meetings
- 8:00 a.m. – 5:00 p.m.  Distribution Management University (DMU), Steve McClatchy
- 5:30 p.m. – 7:00 p.m. NAFCD Networking Reception
- Evening Optional: Manufacturer-Hosted Receptions & Dinners

Wednesday, November 19

- 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, Sal Giunta
- 10:00 a.m. – 12:00 p.m. Spouse/Guest Meet and Greet/Book Club
- 11:00 a.m. – 12:30 p.m. Concurrent General Sessions,
Mark Herbek and Richard Honack
- 12:30 p.m. – 1:30 p.m. All-Attendee 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. General Session, Steve McClatchy
- 5:00 p.m. – 7:00 p.m. Welcome Reception in Exhibit Hall
- Evening Optional: Manufacturer-Hosted Receptions and Dinners

Thursday, November 20

- 8:00 a.m. – 8:30 a.m. All-Attendee Breakfast
- 8:30 a.m. – 10:00 a.m. General Session, Alan Beaulieu
- 10:00 a.m. – 4:30 p.m. Exhibit Hall Open
- 11:30 a.m. – 1:30 p.m. Working Lunch in the Exhibit Hall
- 4:30 p.m. – 6:00 p.m. Networking Happy Hour
- 6:30 p.m. – 8:30 p.m. Closing Reception and Dinner

NAFCD Events, Board and Committee Meetings



Tuesday, November 18

- 10:00 a.m. – 12:00 p.m. NAFCD Executive Committee Meeting (*Invite Only*)
- 2:30 p.m. – 5:00 p.m. NAFCD Board of Directors Meeting (*Invite Only*)
- 5:30 p.m. – 7:00 p.m. NAFCD Networking Reception

Wednesday, November 19

- 8:00 a.m. – 9:15 a.m. NAFCD Breakfast and Member Meeting

NBMDA Events, Board and Committee Meetings



Tuesday, November 18

- 8:00 a.m. – 10:00 a.m. NBMDA Executive Committee Meeting
- 12:00 p.m. – 2:30 p.m. NBMDA Board of Directors Meeting (*Invite Only*)
- 3:00 p.m. – 5:00 p.m. CIDA Steering Committee Meeting (*Invite Only*)

Wednesday, November 19

- 8:00 a.m. – 9:15 a.m. NBMDA Breakfast and Member Meeting

Exhibit Hall Hours

Wednesday, November 19

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

Thursday, November 20

- 10:00 a.m. – 4:30 p.m. Exhibit Hall Open
- 11:30 a.m. – 1:30 p.m. Working Lunch in the Exhibit Hall

Education & Keynote Speakers

Uncommon Valor: The Importance of Teamwork, Sacrifice and Leadership

Wednesday, November 19, 9:30 a.m. – 10:45 a.m.



Sal Giunta, First Living Medal of Honor Recipient Since the Vietnam War and Author, Living with Honor

In this moving presentation, attendees will hear about Sal's heroic actions that earned him the Medal of Honor. Cited for saving the lives of his squad, Sal's life-or-death acts are an inspirational account of a true American hero.

Key Learnings:

- Importance of teamwork
- Service before self
- Leadership in overwhelming circumstances

Trends in the Building Product Supply Chain

Wednesday, November 19, 11:00 a.m. – 12:30 p.m.



Mark Herbek, Sr. Analyst, Cleveland Research

Join Mark for an overview of repair and remodel/new construction end-markets and receive forecasts for repair and remodel and new construction.

Key Learnings:

- Insights on how to balance business: brick and mortar versus e-commerce
- New initiatives at Home Depot and Lowe's and their impact on your business
- Key changes at Amazon and the growing influence of AmazonSupply

Understanding the Generations of the Nanosecond Culture

Wednesday, November 19, 11:00 a.m. – 12:30 p.m.



Richard Honack, Adjunct Professor, Kellogg School of Management, Northwestern University

Richard guides participants through this complex process with remarkable clarity, using his Kellogg research and other sources to support his ideas.

Key Learnings:

- Today's six different generations values and leadership
- Latest data on internet and social media usage by all generations and how it is impacting strategic leadership decisions
- Expectation in the workplace and having to adapt to the next "technological revolution"

Work Smarter, Reduce Your Stress & Lead by Example

Wednesday, November 19, 3:00 p.m. – 4:30 p.m.



Steve McClatchy, President, Alleer Training and Consulting

Attendees will learn that personal leadership is at the foundation of the leadership process and that to build trust and lead the business forward they must first take on the responsibility of leading themselves.

Key Learnings:

- Focus on results and the true drivers of performance
- Regain critical planning and personal time
- Dramatically increase work and life engagement

Years of Calculated Opportunity

Thursday, November 20, 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



Best Practice Roundtable Discussions

NAFCD and NBMDA members will be seated by association to discuss concerns 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.

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

Special Events at the 2014 NAFCD + NBMDA Annual Convention

Distribution Management University



The 2014 Distribution Management University is held in conjunction with the NAFCD + NBMDA Annual Convention. This is the perfect opportunity for branch sales and operation managers to improve their market knowledge and productivity.

Pre-Convention Manufacturer-Distributor Business Enhancement Meetings

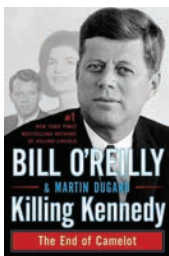
Several manufacturers will host private meetings or functions with invited distributors in the days prior to the Annual Convention. Ask your primary suppliers if they are planning a meeting or function for distributors, so that you may plan your travel itinerary accordingly. Manufacturers typically use this time for training sessions, sales meetings, product updates or social events.

Closing Reception & Dinner - Speakeasy Soirée

The Thursday night closing reception & dinner will be a bootleggers ball with swingin' tunes and classic cocktails. Located on the 38th floor of the Sheraton Dallas Hotel, this speakeasy affair will feature panoramic views of the city. End your convention experience in roaring 20's style. Celebrate a successful week with your friends and business partners while enjoying themed interactive activities, delicious drinks and decadent hor d'oeuvres. Do not miss this opportunity to celebrate the conclusion of a 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 functions designed specifically for them. Casual gatherings and on-property activities will be available to facilitate relationship building among attending spouses and guests. All registered spouses and guests are invited to participate in a book club and luncheon, featuring the book "Killing Kennedy" by Bill O'Reilly and Martin Dugard. Then they will complement the book by attending The Sixth Floor Museum at Dealey Plaza. In addition to lunch, spouses and guests are also invited to the welcome reception in exhibit hall.



2014 Annual Convention Exhibiting Companies

Visit www.distributorconvention.org for a current list of 2014 exhibitors.

Aboeda, Inc.	Foss Manufacturing	Loxreen Flooring Group*	SR Wood, Inc.
Accuride International Inc.	Franklin International	M.L. Campbell	States Industries
Advanced Adhesive Technologies, Inc.	Fulterer USA	Majure Data	Stauf USA LLC
Ark Floors	Gartman Systems	MEGANITE Solid Surface	Stoehr Flooring
Armstrong Ceilings	Gemini Coatings, Inc.	Metroflor Corp	Tafisa Canada
Artistic Finishes, Inc.*	Global Product Sourcing	Mirage Floors	Teknaform*
Atlas Homewares	Grass America Inc.	MJB Wood Group, Inc.*	The Bilco Company
Berenson Corp.	Greenfield Imports	MP Global Products, LLC	The Fortress Company
BHK of America	Habitat for Humanity International	National Purchasing Partners (NPP)*	The International Surfaces Event (SURFACES)
Blum Inc.	Hettich America LP*	National Wood Flooring Association	Timber Products Company
Bona US	Horizon Floors Inc.	Neuhofer Holz GmbH	Tramex Ltd. c/o Black Hawk Sales, Inc.*
Bostik	Idle Tools Corp*	Next Floor	Triangulo Exotic Hardwood Flooring
Brown Wood Inc.	IndusParquet USA	NorthStar Chemicals Inc.	Trimaco
CA Technologies	Industrial Timber & Lumber	Novalis International	U.S. Futaba, Inc.
Canplast	Infor	O'BH Associates or Veneer Solutions	Unified Purchasing Group
Cardinal Logistics Management, Inc.*	Inhaus Surfaces Limited	Panolam Surface Systems	Unilin Flooring
Carlton Hardwood Floors*	InstaFloor North America	Peter Meier, Inc.	Valspar
Chemcraft, Inc.	ITW Polymers	Power Dekor North America	Veneer Technologies, Inc.
Chemetal	Sealants North America	Prime Supply Co.	VT Industries Inc.
Choice Brands Adhesives	IVC US, Inc.	Pro-Ply Custom Plywood	W.F. Taylor Company, Inc.
Columbia Forest Products	John Boos & Company	Quickscrews International Corporation	Wagner Meters* WE Cork*
Dancik International	Jowat Corporation	Rev-A-Shelf	Wego International/South Mountain Hardwood Floorin
Deerwood Fasteners	Kaindl Flooring USA	Richwood Industries, Inc. - Makers of PolyBAK	Wellmade Performance Flooring
DM Flooring	Karran USA	Rockford Process Control	Wilsonart
DMSi Software	Kerkore Company	Roseburg Forest Products	World Product Sourcing, Inc.
Doellken Woodtape	Kessebohmer USA Inc.	Schonox*	Zamma Corporation
DriTac Flooring Products	Knape & Vogt Company	Shaw Industries	
Edgemate	Kronotex USA / Formica Flooring		
Element Designs	Kuehn Bevel Inc.		
Elof Hansson USA Inc.	L&S Lighting		
Far East American	Liberty Woods International		
Ferrari America*	Loba Wakol LLC		
Flakeboard	Lomanco		
Formica Corporation			
FormWood Industries, Inc.			

As of July 2014

*Denotes first-time exhibitor

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

Big Things Happen In Dallas

Registration

Register for the 2014 NAFCD + NBMDA Annual Convention online at www.distributorconvention.org/register.

Register by **September 16 and save \$100!**



Sheraton Dallas Hotel

400 N. Olive Street
Dallas, TX 75201

Located in downtown Dallas, the Sheraton Dallas Hotel is in the arts and entertainment district among shopping, restaurants, and entertainment venues.

Hotel Reservations

Discounted room rates are available for convention attendees. The rate for a standard room (single/double) is \$188/night plus applicable taxes. Make your hotel reservations:

- **Online:** Visit www.distributorconvention.org/housing
- **Phone:** Call 888-627-8191 and reference NAFCD and/or NBMDA when making your reservations.

Reservations must be made by Friday, October 17, 2014. 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 price for a taxi from the airport is \$50. Additional information may be found at www.distributorconvention.org.

Directions and Parking

The hotel offers both valet and self-parking. Rates are for a 24-hour period with unlimited in and out privileges. 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.



In Dallas, you can expect big things. Dallas offers the best shopping in the Southwest, a cutting-edge culinary scene, 14 exciting entertainment districts and impressive accommodations.

Visit www.distributorconvention.org/dallas to learn more about the destination.



Annual Convention Sponsors

As of July 1, 2014

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NAFCD Benefactors

Gold Level



Silver Level



NBMDA Education Donors

Gold Level



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

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**North American Association of
Floor Covering Distributors**

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Website: www.nafcd.org



**North American Building Material
Distribution Association**

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

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“The NAFCD + NBMDA Annual Convention has given me the opportunity to meet some of the best and brightest leaders in the distribution business. These relationships have not only given me a network of people to look to for advice and motivation, but it has helped me develop some lifelong friendships.”

2013 NAFCD + NBMDA Annual Convention Attendee
Art Layton
Vice-President, CMH Space Flooring Products, Inc.

Register today at www.distributorconvention.org/register