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**SAVE THE DATE IN 2010**

***NBMDA Legislative Conference***

March 15-17, 2010  
Marriott Washington Hotel  
Washington, D.C.

North American Building Material  
Distribution Association (NBMDA)  
Annual Convention & Tabletop  
Business Session

-with-

North American Association of  
Floor Covering Distributors (NAFCD)  
Annual Meeting & Distributor  
Marketplace

**November 16-18, 2010**  
**The Broadmoor**  
**Colorado Springs, Colorado**

For more information, visit  
[www.nbmda.org](http://www.nbmda.org) | [www.nafcd.org](http://www.nafcd.org)

*creatingmomentum*

**2009 NBMDA Annual Convention &  
Tabletop Business Session**

*November 4-5, 2009*

*Gaylord Opryland Resort &  
Convention Center*

*Nashville, Tennessee*



North American Building Material Distribution Association

NBMDA Headquarters  
401 N. Michigan Ave.  
Chicago, IL 60611  
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Web site: [www.nbmda.org](http://www.nbmda.org)



*Onsite Program*









## GENERAL INFORMATION

### Badge Color Code

Only registered individuals with displayed badges may attend convention and conference session events.

- SBPD Distributor – Green
- CIDA Distributor – Yellow
- Associate/Allied – Blue
- Staff/Speaker/Guest – White
- Spouse – Purple

Please note: Badges are required for admittance to all events.

### Evaluation Forms – Your Comments are Important

Please remember to complete the evaluation forms that are included with the individual speaker handouts or in session rooms and return them to an NBMDA staff member or the NBMDA registration desk. A general evaluation will be sent by e-mail following the event.

### Anti-Trust Policy

Participants at the Board of Directors and all committee meetings of NBMDA, as well as convention attendees, are reminded to refrain from any actions or discussions which may be construed as violations of anti-trust laws. Specifically, there will be no discussions relating to market allocations, selling price or distribution area.

Furthermore, no participant is to use this meeting as an opportunity to embarrass any person, company or association. Participants should refrain from discussing specific supplier/manufacturer problems and limit their questions and statements to those of general industry practices. Individual distributor-supplier related problems should not be discussed and will not be part of any meeting at this event.

## CONVENTION SCHEDULE OF EVENTS

Schedule and speakers are subject to change.

### TUESDAY, NOVEMBER 3, 2009

8:00 a.m. – 6:00 p.m.

Manufacturer-Hosted Meetings/Functions (by invite only)

1:00 p.m. – 2:30 p.m.

CIDA Membership & Manufacturer Committee Meeting  
Ryman Studio F

1:00 p.m. – 2:30 p.m.

SBPD Membership & Manufacturer Committee Meeting  
Ryman Studio G

2:00 p.m. – 6:30 p.m.

Registration & Information Desk Open  
Ryman Hall B2 Registration Desk

3:00 p.m. – 4:30 p.m.

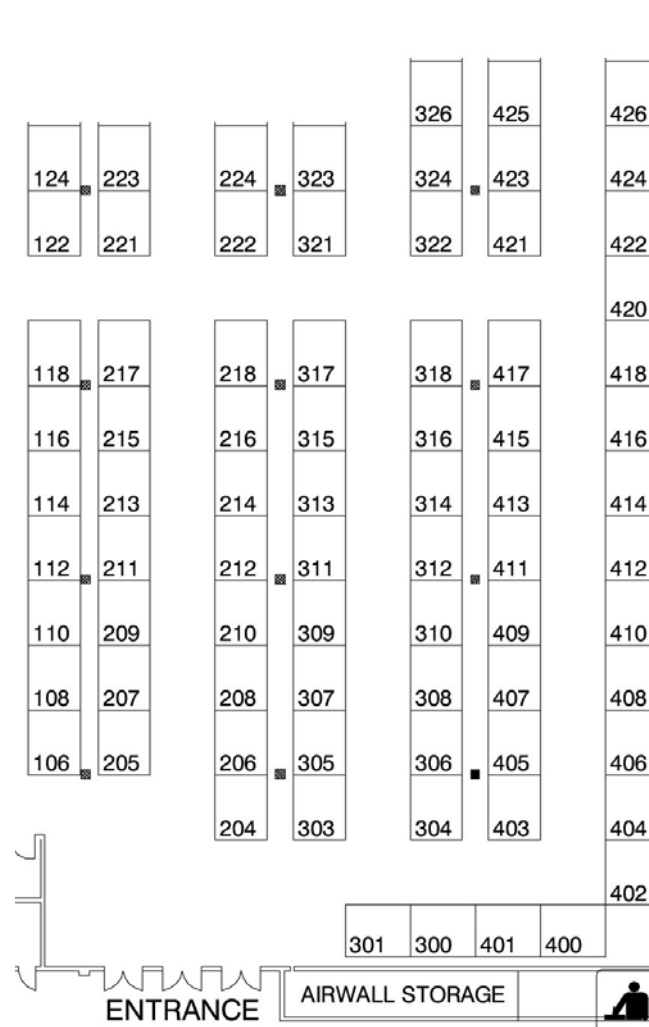
SBPD Steering Committee Meeting (by invite only)  
Ryman Studio G

3:00 p.m. – 4:30 p.m.

CIDA Steering Committee Meeting (by invite only)  
Ryman Studio F

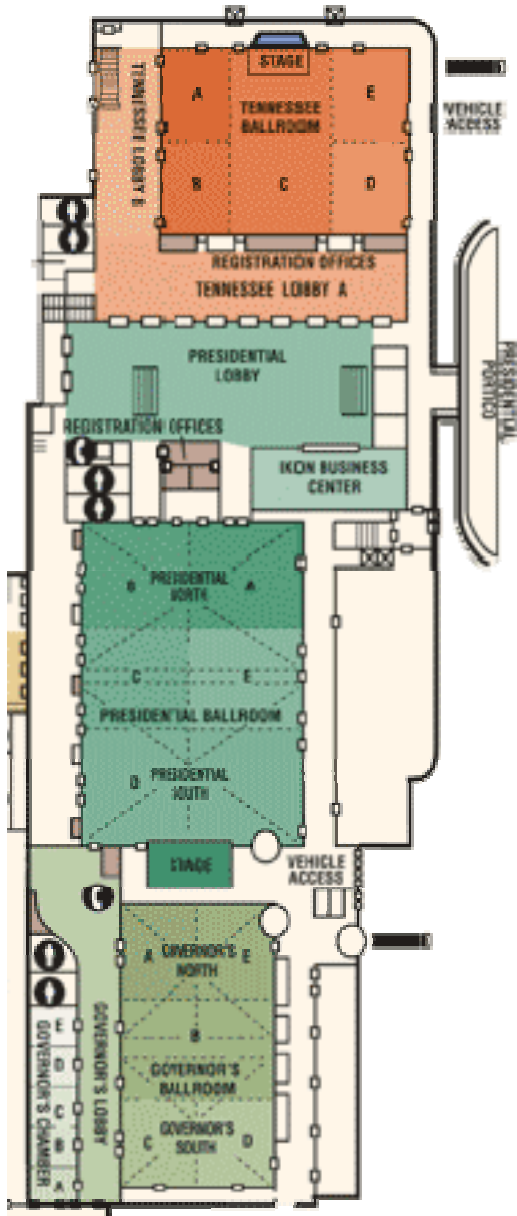
## GAYLORD OPRYLAND – EXHIBIT HALL

The NBMDA Tabletop Business Sessions, Opening and Closing Receptions are held in Ryman Exhibit Hall 1 and 2.



## GAYLORD OPRYLAND – BALLROOM LEVEL

NBMDA events are held in Presidential Ballroom A and Presidential Ballroom B.




3:30 p.m. – 5:00 p.m.  
Executive Committee Meeting (by invite only)  
Presidential Suite #C6055

Evening  
Manufacturer-Hosted Functions (by invite only)

### WEDNESDAY, NOVEMBER 4, 2009

7:30 a.m. – 5:00 p.m.  
Registration & Information Desk Open  
Ryman Hall B2 Registration Desk

8:00 a.m. – 8:45 a.m.  
Continental Breakfast/Industry Issues Discussion Groups  
Presidential Ballroom A

Sponsored by: 

8:00 a.m. – 3:00 p.m. Exhibitor Set-up  
Ryman Exhibit Hall 1 & 2

9:00 a.m. – 10:30 a.m. – Keynote Presentation  
**America's Economic Future: Six Unstoppable Trends**  
Dr. Barry Asmus  
Sponsored by: Gold Level Education Donors

10:45 a.m. – 12:00 p.m.  
**Hot Topics Discussion: What will the Building Material Distribution Channel Look Like after the Recession?**  
Presidential Ballroom B

12:15 p.m. – 1:00 p.m.  
General Luncheon  
Presidential Ballroom A

1:15 p.m. – 1:45 p.m.  
NBMDA Awards Presentation  
Presidential Ballroom B

1:30 p.m. – 3:30 p.m.  
Spouse/Guest Program: Book Club  
Presidential Suite #C6055

1:45 p.m. – 3:45 p.m. – General Session  
**Keeping Track of the Economy: Are We Out of the Recession Yet?** Alan Beaulieu  
Presidential Ballroom B  
Sponsored by: Gold Level Education Donors

4:00 p.m. – 4:45 p.m.  
Exhibitor Orientation  
Ryman Studio AB

4:00 p.m. – 5:00 p.m.  
Past President's Council Meeting (by invite only)  
Belmont B

5:30 p.m. – 7:00 p.m.  
Exhibitor-Hosted Welcome Reception in Exhibit Hall  
Ryman Exhibit Hall 1 & 2

Sponsored by:  **dmsi** Software  
The Right Tools for Building Profit

7:15 p.m. – 9:30 p.m.  
Past President's Dinner (by invite only)  
Old Hickory Steakhouse

## WEDNESDAY, NOVEMBER 4, 2009 (continued)

Evening  
Manufacturer-Hosted Functions (by invite only)

## THURSDAY, NOVEMBER 5, 2009

7:30 a.m. – 5:30 p.m.  
Registration & Information Desk Open  
*Ryman Hall B2 Registration Desk*

8:00 a.m. – 8:30 a.m.  
Continental Breakfast  
*Presidential Ballroom A*

Sponsored by:  The experts of **VELUX** and **Roofway**

8:30 a.m. – 10:00 a.m. – General Session  
**The Evolving Pro Dealer Marketplace** Paul Hylbert, Jr.  
*Presidential Ballroom B*

10:00 a.m. – 11:00 a.m.  
Spouse/Guest Tour of the Botanical Gardens  
*Entrance to the Garden Conservatory, near Christie Cookies*

10:15 a.m. – 7:00 p.m.  
Tabletop Business Session (Appointments Recommended)  
*Ryman Exhibit Hall 1 & 2*

11:30 a.m. – 1:30 p.m.  
Working Luncheon in Exhibit Hall  
*Ryman Exhibit Hall 1 & 2*

5:30 p.m. – 7:00 p.m.  
Closing Reception and Dinner with Entertainment  
*Ryman Exhibit Hall 1 & 2*

7:00 p.m. – 8:00 p.m.  
Exhibit Teardown  
*Ryman Exhibit Hall 1 & 2*

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## SPECIAL EVENTS

### Spouse/Guest Book Club

Wednesday, November 4 ♦ 1:30 p.m. – 3:30 p.m.  
*Presidential Suite #C6055*

Each registered spouse/guest was sent a book to read, selected by the spouses on the Convention Planning Committee. This is a fun way to meet new people and engage in stimulating conversation. Light refreshments are provided. Participation is optional.

### Exhibitor-Hosted Welcome Reception

Wednesday, November 4 ♦ 5:30 p.m. – 7:00 p.m.  
*Ryman Exhibit Hall 1&2*

The popular welcome reception, held in the exhibit hall, provides an excellent opportunity to interact with current and potential partners in a relaxed, casual atmosphere. Exhibitors will be in their booths to welcome distributors and finalize appointment schedules for the following day of convention sessions. Dress is business casual.

### Plywood – Hardwood

Columbia Forest Products  
Darlington Veneer Company, Inc.  
Formwood Industries  
Moehring Group - AV Plywood  
Peter Meier, Inc.

### Railings

Fortress Iron Railing & Fence Systems

### Rain Carrying Products

Klauer Manufacturing Company  
Rollex Corporation

### Roofing – Fiberglass

Crane Composites / Sequentia

### Shelving

Knape & Vogt Company

### Siding – Aluminum

Rollex Corporation

### Siding – Engineered

LP Building Products

### Siding – Steel

Rollex Corporation

### Siding – Vinyl

Cellwood

### Skylights

Crane Composites / Sequentia

### Soffit & Fascia - Aluminum

Rollex Corporation

### Solid Surface Materials

Formica Corporation  
Kuehn Bevel Inc.  
Michigan Maple/Bally Block Co.  
Solua, Inc.

### Specialty Boards

Peter Meier, Inc.

### Stains/Coatings/Paints

Gemini Coatings Inc.  
M.L. Campbell  
Mohawk Finishing Products  
Valspar

### Veneers

Chemetal  
Columbia Forest Products  
Formica Corporation  
Formwood Industries, Inc.  
Moehring Group - AV Plywood  
Olde Virginia Wood Products Inc.  
Peter Meier, Inc.  
SR Wood Inc.  
Veneer Technologies

### Ventilating Systems

Lomanco, Inc

## EXHIBITOR PRODUCT INDEX (continued)

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### LED lights

Hardware Concepts Inc.

### Lighting-Cabinet

Grass America Inc.  
Hera Lighting L.P.

### Lumber – Hardwood

Curtner Lumber Company  
VeneerTechnologies

### Melamine

Flakeboard  
Panoram Industries  
Tafisa Canada  
Veneer Technologies

### Medium Density Fiberboard

Flakeboard

### Millwork

Curtner Lumber Company  
Omega National Products

### Moulding/Trim-Composite

LP Building Products

### Moulding/Trim-Plastic

AZEK Building Products

### Moulding/Trim-Wood

Crane Composites / Sequentia  
Grand River Wood Products Co.  
Kuehn Bevel Inc.  
Peter Meier, Inc.

### Oriented Strand Board

LP Building Products

### Panels – Corrugated

Crane Composites / Sequentia

### Panels – Lightweight

Kerfkore Company

### Panels – Bendable

Kerfkore Company  
Moehring Group - AV Plywood

### Paneling

Crane Composites / Sequentia  
Curtner Lumber Company  
Kerfkore Company  
Peter Meier, Inc.  
VT Industries Inc.

### Particleboard

Flakeboard  
Panoram Industries  
Tafisa Canada

### Spouse/Guest Botanical Garden Tour

Thursday, November 5 ♦ 10:00 a.m. – 11:00 a.m.

*Cascades Garden – Meet at the entrance to the Garden Conservatory, near Christie Cookies*

Spouses/guests may attend a one-hour tour of the Gaylord Opryland Botanical Gardens. The garden has plant life ranging from tropical to subtropical Gardens areas. The first garden opened in 1983 and the hotel has a total of 26 years of plant life growing under its atriums.

### Exhibitor-Hosted Closing Reception & Dinner in Exhibit Hall

Thursday, November 5, 2009 ♦ 5:30 p.m. – 7:00 p.m.

*Ryman Exhibit Hall 1&2*

As the 2009 NBMDA Annual Convention concludes, it's time to relax with your fellow attendees and enjoy dinner and networking. Come prepared to socialize with your peers and trading partners, you may even leave \$10,000 richer as the highly-anticipated Education Foundation raffle winner will be announced! The Tabletop Business Session will lead directly into the closing dinner.

### Featuring Mustang Sally!

Fun, flirty, and electrifying: it's **Mustang Sally**.



*Mustang Sally* has played high profile dates with *Dierks Bentley*, *.38 Special*, *Neal McCoy*, *Montgomery Gentry*, *Big & Rich*, *Josh Turner*, *Phil Vassar* and *Lonestar* among

others. Popular fair and festival headliners, *Mustang Sally* has also been sought to perform at military bases, rodeos, motorcycle rallies and clubs, from New York to Las Vegas to the Middle East and Europe. Among all five members of the band there is virtually every possible musical influence, including classic country, blues, jazz, Celtic and rock n' roll.

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## SPEAKER INFORMATION

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### Keynote Speaker

Dr. Barry Asmus, National Center for Policy Analysis



held in France.

As senior economist of the National Center for Policy Analysis, Asmus has testified before the House Ways and Means Committee on switching from an income tax to a consumption tax and was a featured speaker in a privatization of Social Security Conference for Western European leaders

Named by *USA Today* as one of the five most requested speakers in America, Asmus speaks to diverse audiences including 7,000 members of the Million Dollar Round Table at Radio City Music Hall, 3,000 farmers in Des Moines and 30 World Bankers at the home of Harvard University's president.

## **SPEAKER INFORMATION (continued)**

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### **General Session**

Alan Beaulieu, Institute for Trend Research (ITR)



Alan Beaulieu has served as Economist, Principal and Executive Vice President with the Institute for Trend Research (ITR®) since 1990. Alan has been consulting and advising companies throughout the U.S., Europe and Japan on how to plan for and prosper through the business cycle.

Articles and content from the Institute for Trend Research and/or Alan have appeared in/on: the *Wall Street Journal*, *New York Times*, *USA Today*, *Knight Ridder News Services*, *Business Week*, *Associated Press*, *The Washington Times*, CBS Radio, CNN Radio, Sirius talk radio, NPR affiliate WLRN and numerous other outlets. Alan has been providing workshops and economic analysis seminars across the U.S. to literally thousands of business owners and executives for the last 19 years.

### **General Session**

Paul Hylbert, Jr., ProBuild



Paul Hylbert, Jr., Chief Executive Officer of ProBuild, the nation's largest Pro Dealer, joined the company at its formation in early 2006 with the merger of The Strober Organization and Lanoga Corporation where he had also been CEO.

Paul began his career in the building materials industry at Wickes Lumber in 1966. He was President of NBMDA in 1993 while at PrimeSource Building Products and is the current chairman of the National Lumber and Building Material Dealers Association (NLBMDA).

### **Hardware – Builders**

Advanced Affiliates-Decorite  
Hettich America, LP  
Knapé & Vogt Company  
Simpson Strong-Tie

### **Hardware – Cabinets**

Accuride International Inc.  
Amerock Corporation  
Blum Inc.  
Grand River Wood Products Co.  
Grass America Inc.  
Hardware Concepts Inc.  
Hettich America, LP  
Knapé & Vogt Company  
Lauréy  
Liberty Hardware Mfg. Corp.  
Peter Meier, Inc.  
Rev-A-Shelf

### **Hardware – Furniture**

Advanced Affiliates-Decorite  
Hettich America, LP  
Knapé & Vogt Company  
Peter Meier, Inc.

### **Hinges**

Knapé & Vogt Company  
Lauréy

### **Incentive Applications/Services**

Carlson Marketing  
DCT Incentives

### **Insulation**

Dow Building Solutions

### **Kitchen Accessories**

Armstrong World Industries  
Blum Inc.  
Grand River Wood Products Co.  
Grass America Inc.  
Knapé & Vogt Company  
Michigan Maple/Bally Block Co.  
Omega National Products  
Peter Meier, Inc.  
Solua, Inc.

### **Laminate Countertops**

Hartson-Kennedy Cabinet Top Co. Inc

### **Laminates**

Chemetal  
Formica Corporation  
Formwood Industries  
Panolam Industries  
Tafisa Canada

### **Lattice/Accessories**

Omega National Products

### **Lattice – Plastic**

Ryan Forest

## EXHIBITOR PRODUCT INDEX (continued)

### Drawer Slides

Accuride International Inc.  
Advanced Affiliates-Decorite  
Amerock Corporation  
Fulterer USA  
Hardware Concepts Inc.  
Hettich America, LP  
Intertek Industrial Corp.  
Knappe & Vogt Company  
Liberty Hardware Mfg. Corp.  
Peter Meier, Inc.

### Drawer Systems & Components

BHK of America

### Edgebanding

Advanced Affiliates-Decorite  
Doellken-Woodtape  
Formwood Industries  
Veneer Industries

### Egress Window Wells – Plastic

The Bilco Company

### Engineered Stone

Formica Corporation  
VT Industries Inc.

### Engineered Wood Products

BHK of America, Inc.  
Kerfkore Company  
LP Building Products  
Tafisa Canada

### Fasteners/Nails/Screws

Advanced Affiliates-Decorite  
Deerwood Fasteners International, Inc.  
FastenMaster  
GRK Fasteners  
Hettich America, LP  
Intertek Industrial Corp.  
Knappe & Vogt Company  
Peter Meier, Inc.  
Simpson Strong-Tie

### Fencing

Fortress Iron Railing & Fence Systems

### Fencing – PVC

Ryan Forest

### Finishing Equipment

C.A. Technologies

### Flooring

BHK of America, Inc.

### Gates

Fortress Iron Railing & Fence Systems

## DIRECTORY OF EXHIBITORS

(As of October 27, 2009)

Company	Booth #
Accuride International Inc.	414
Advanced Affiliates-Decorite	214
Amerock Corporation	305
Armstrong World Industries	106
AZEK Building Products	403
Berenson Corp.	124
BHK of America	314
Bilco Company The	322
Blum Inc.	218
C.A. Technologies	208
<b>Carlson Marketing</b>	<b>407</b>
Cellwood	108
Chemetal	317
Color Rite, Inc.	420
Columbia Forest Products	222
Crane Composites / Sequentia	110
<b>Curtner Lumber Company</b>	<b>413</b>
Darlington Veneer Company, Inc.	210
DCT Incentives	307
Deerwood Fasteners International, Inc.	215
DMSi	206
Doellken-Woodtape	223
Dow Building Solutions	122
<b>Element Designs</b>	<b>221</b>
FastenMaster	211
Flakeboard	224
Formica Corporation	304
Formwood Industries, Inc.	425
Fortress Iron Railing & Fence Systems	116
Fulterer USA	326
<b>GAF Decking Systems LLC</b>	<b>422</b>
<b>Gemini Coatings Inc.</b>	<b>421</b>
Grand River Wood Products Co.	318
Grass America Inc.	316
GRK Fasteners	321
<b>Hardware Concepts Inc.</b>	<b>415</b>
<b>Hartson-Kennedy Cabinet Top Co. Inc</b>	<b>406</b>
<b>Hawks Group</b>	<b>424</b>
Helmitin Adhesives	217
Henkel Corporation	411
Hera Lighting L.P.	418
Hettich America, LP	409
Intertek Industrial Corp.	114
ITW/TACC	209
Kerfkore Company	205
Klauer Manufacturing Company	313
Knappe & Vogt Company	303
Kuehn Bevel Inc.	308
Lauréy	423
Liberty Hardware Mfg. Corp.	112
Lomanco, Inc.	216
LP Building Products	410
M.L. Campbell	301
Michigan Maple/Bally Block Co.	118
Mirka Abrasives, Inc.	402
Moehring Group - AV Plywood	306
Mohawk Finishing Products	408
NBMDA	300
NBMDA Educational Foundation	401
NorthStar Chemicals Inc.	309
Olde Virginia Wood Products Inc.	315

## DIRECTORY OF EXHIBITORS (continued)

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Omega National Products	213
Panolam Industries	212
Peter Meier, Inc.	207
Rev-A-Shelf	323
Rollex Corporation	416
<b>Ryan Forest</b>	<b>405</b>
Sams Custom Catalog Services	426
Simpson Strong-Tie	404
<b>Soula Inc.</b>	<b>324</b>
<b>SR Wood Inc.</b>	<b>312</b>
<b>Superior Polymer Products</b>	<b>310</b>
Tafisa Canada	311
<b>Valspar</b>	<b>412</b>
Veneer Technologies, Inc.	417
VT Industries Inc.	204
YRC	400

*Bold denotes first time exhibitor.*

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## EXHIBITOR PRODUCT INDEX

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### Abrasives

Mirka Abrasives, Inc.

### Adhesives, Caulks

Mohawk Finishing Products  
NorthStar Chemicals Inc.  
Color Rite, Inc.  
Helmitin Adhesives  
ITW/TACC  
Henkel Corporation  
Doellken-Woodtape

### Air Infiltration Barriers/Housewrap

Dow Building Solutions

### Aluminum frame cabinet doors

Element Designs

### Architectural Panels

Formwood Industries, Inc.

### Architectural Wood Components

Grand River Wood Products Co.

### Base Systems

Element Designs

### Basement Doors – steel

The Bilco Company

### Basement Doors – plastic

The Bilco Company

### Building Products - Sheet Metal

Klauer Manufacturing Company

### Cabinet-Components

Amerock Corporation  
BHK of America, Inc.  
Columbia Forest Products  
Grand River Wood Products Co.  
Hettich America, LP  
Knappe & Vogt Company  
Omega National Products  
Peter Meier, Inc.  
Rev-A-Shelf  
Solua, Inc.

### Caulks

Color Rite, Inc.  
Doellken-Woodtape  
Helmitin Adhesives  
Henkel Corporation  
ITW/TACC  
Mohawk Finishing Products

### Catalog Publishing & Printing

Sam's Custom Catalog Services

### Ceiling Systems

Armstrong World Industries  
Crane Composites / Sequentia

### Closet Systems/Storage

BHK of America, Inc.  
Grass America Inc.  
Knappe & Vogt Company  
Peter Meier, Inc.  
Rev-A-Shelf

### Computer Software

DMSi

### Countertops

Formica Corporation  
Hartson-Kennedy Cabinet Top Co. Inc  
Michigan Maple/Bally Block Co.  
Kuehn Bevel Inc.  
VT Industries Inc.

### Decking – Accessories

Fortress Iron Railing & Fence Systems

### Decking – Composites

GAF Decking Systems, LLC

### Decking – Plastic

AZEK Building Products

### Decorative Hardware and Bathware

Berenson Corp.

### Doors – Solid Surface

Element Designs

### Doors – Wood

Omega National Products  
Peter Meier, Inc.  
VT Industries Inc.