

For Immediate Release
April 3, 2008

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NBMDA Partners with Institute for Trend Research

Economic Outlook Report Provides Insight into Key Leading Indicators for Building Material Distribution

April 3, 2008 (Chicago) The North American Building Material Distribution Association (NBMDA) announced today that it has partnered with the Institute for Trend Research (ITR) to develop a series of customized economic reports produced exclusively for NBMDA members.

Produced four times per year by an ITR Senior Economist, the NBMDA Economic Outlook Report correlates macroeconomic data to specific product categories directly related to the building material distribution industry. The reports allow member companies to forecast what effect the economy has on their business and what they can reasonably expect for up to six quarters in the future.

“These economic outlook reports provide NBMDA members solid answers to such questions as when to increase overhead, when to add sales staff, when to cut inventory levels and when to increase or decrease sales and marketing allocations,” commented Len Kopec, NBMDA President. “Knowing when to act, and when not to, can often result in increased profits and costs savings for our member companies. I am pleased that we are able to offer such an invaluable resource to our membership.”

The first NBMDA Economic Outlook Report was released in mid-March and is currently only available to active NBMDA members. To compliment the report, NBMDA hosted an Economic Outlook Webinar allowing members to hear first-hand from ITR's Executive Director, Brian Beaulieu, who reviewed highlights of the report and provided additional analysis. NBMDA members also had the exclusive opportunity to ask questions directly to Beaulieu on the issues specific to their business interests.

Beaulieu will be one of the featured guest speakers at the NBMDA Annual Convention & Tabletop Business Session, November 12-13 in National Harbor, MD. During the convention, Beaulieu will discuss the NBMDA Economic Outlook Reports and present a thorough and enlightening look at what's ahead for the building material industry in 2009.

For more information on the NBMDA Economic Outlook Report or Annual Convention, visit www.nbmda.org or contact NBMDA Headquarters at (888)747-7862.

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About NBMDA

NBMDA is a multi-segment trade association representing the leading wholesale distributors 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 that serve production companies involved in cabinetry, architectural woodwork, stock woodwork, store fixtures, solid surface fabricating, plastics fabricating, general and specialty woodworking industries. Distributor members operate from more than nine hundred distribution centers throughout the U.S. and Canada. The association's collective purchasing power exceeds \$25 billion. Founded in 1952, NBMDA's mission is to develop and promote the effectiveness of distribution processes to improve member profitability and growth.