



EDUCATION TO EVOLVE PROFITABLE DISTRIBUTION

2019

Annual Convention

Tabletop Networking Forum

November 12-14

Hyatt Regency New Orleans

New Orleans, Louisiana

**BACK BY
POPULAR DEMAND!**

**31C
IN-A-DAY**



NAFCD
Trends • Education • Leadership • Networking

NBMMA
North American Building Material Distribution Association

Register by September 13 and SAVE \$100!

distributorconvention.org

Get Ready to Toss Your Beads... ... And Grow Your Business!



The NAFCD + NBMDA Annual Convention is the optimal investment in the success of your business. At the convention, you have access to top distributors, suppliers and service providers to establish new relationships, enhance your business strategy with insights from recognized business experts and learn about what others are doing to run their businesses effectively. And you'll have a lot of fun in New Orleans!

Register Today

Register for the 2019 NAFCD + NBMDA Annual Convention online at distributorconvention.org/registration. **Register by September 13 and SAVE \$100!**



Book Your Hotel

Discover the culture of the Crescent City at the Hyatt Regency New Orleans, the official hotel of the 2019 event. Discounted room rates are available for attendees until **October 21**, based on availability. Make your reservation at the group rate using the housing link in your registration confirmation email.



Explore New Orleans

Looking to extend your stay in New Orleans? Visit distributorconvention.org/Hotel-Travel to plan where to eat, shop and drink!



Additional Details

For more information including transportation, parking, local attractions and hotel amenities, visit distributorconvention.org/Hotel-Travel.



Kick-Start Your Convention



JIM AMBROSE
Best-selling Author



UID

IN-A-DAY

9:00 a.m. - 4:00 p.m. • November 12, 2019
Hyatt Regency New Orleans

Business Skills and Leadership Training for Wholesale Distribution Branch Managers

Back by popular demand! University of Innovative Distribution (UID) In-A-Day will be held on November 12 in conjunction with the NAFCD + NBMDA Annual Convention. This one-day workshop is dedicated to teaching wholesale distribution branch managers how to improve effectiveness at driving employee engagement by exploring their communication style and leadership personality for an end goal of aligning costs to maximize profit. UID In-A-Day also offers a sneak peek into University of Innovative Distribution (UID), which will take place in March 2020 in Indianapolis, IN.

We are excited to welcome best-selling author, Jim Ambrose, who has been directly engaged in wholesale distribution sales and management positions for more than 40 years. Jim's workshop will provide you with strong tools and techniques to improve effectiveness at driving employee engagement by exploring your communication style and leadership personality for an end goal of aligning costs to maximize profit.

Please note separate registration is required to attend UID In-A-Day.

Schedule At-a-Glance

Tuesday, November 12

8:00 a.m. – 5:00 p.m.
Optional: Supplier-Hosted Distributor Meetings

9:00 a.m. – 4:00 p.m.
University of Innovative Distribution In-A-Day
& Lunch (Separate registration fee required)
Jim Ambrose



5:00 p.m. – 6:30 p.m.
NAFCD General Networking Reception
(All NAFCD attendees welcome)



5:00 p.m. – 6:30 p.m.
NBMDA First-Time Attendee Reception
(Invite Only)

Evening

Optional: Supplier-Hosted Receptions & Dinners

Wednesday, November 13



7:30 a.m. – 9:15 a.m.
NAFCD Breakfast & Membership Meeting



7:30 a.m. – 9:15 a.m.
NBMDA Breakfast & Membership Meeting

9:30 a.m. – 10:45 a.m.
Keynote Session
Walter Bond

11:00 a.m. – 12:30 p.m.
General Session
Mike Marks

12:30 p.m. – 2:00 p.m.
General Luncheon & **NEW** Networking Café

2:15 p.m. – 3:30 p.m.
General Session
Scott Klososky



5:30 p.m. – 7:30 p.m.
Welcome Reception
in Exhibit Hall

3:45 p.m. – 4:45 p.m.
Concurrent Sessions
Kathryn Newton Ph.D. & Mac Fulfer

Evening

Optional: Supplier-Hosted Dinners

Thursday, November 14

8:00 a.m. – 8:30 a.m.
General Breakfast

8:30 a.m. – 10:00 a.m.
General Session
Alan Beaulieu



10:15 a.m. – 5:00 p.m.
Exhibit Hall Open

11:30 a.m. – 1:30 p.m.
Working Luncheon in Exhibit Hall



5:00 p.m. – 6:30 p.m.
Beers with Peers
Networking Happy Hour

6:30 p.m. – 8:30 p.m.
Closing Reception and Dinner

Schedule subject to change.

Visit distributorconvention.org/Schedule-of-Events for the latest version.

Big Fun in the ‘Big Easy’

The 2019 Annual Convention will bring New Orleans flair and excitement to our networking events. From live music to New Orleans style cuisine, attendees can look forward to a unique experience that can only be achieved in the Bayou. Special events include:

- Welcome Reception in Exhibit Hall
- *Beers with Peers* Networking Happy Hour
- Closing Reception and Dinner



NEW! Networking Café

Connect with fellow attendees in a casual setting while enjoying New Orleans coffee and dessert. Also, discover exciting products and services at exclusive “pop-up” kiosks.

Programming for Your Profession

Keynote Address

Teamwork: The Best Team Always Wins – The 6 Traits of High Performing Teams

In sports and in business we all have to compete and work together as a team to win. How do you take a group of individuals and make them work together for the greater good of the organization? Great teamwork is most about great team building.

WALTER BOND

CEO

Walter Bond Worldwide

 [@walterbond](#)



General Session

Branding Strategies for 2020

Branding today is actually defined as a customer promise of an experience.

Real branding work starts with understanding the difference between what you think you are selling and what your customers are actually buying. This session shares a strictly B2B model of how branding actually works in our industry.

MIKE MARKS

Managing Partner

Indian River Consulting Group

 [@MikeMarksIRCG](#)





General Session

Leading Through Disruption: Survive & Thrive in the Digital Transformation

Every leader inside every organization is currently facing the monumental task of maturing their tools, processes and people in a world dominated by technology. The ultimate health of every organization is based on how well this transformation occurs.

SCOTT KLOSOSKY

Founding Partner

Future Point of View

 @sklososky

General Session

Managing in an Uncertain Economy

U.S. and global economic trends are shifting and uncertainty is growing in many sectors and in many parts of the world. Thinking and planning for the changes before they are on your doorstep is key to being successful as we go through the business cycle.



ALAN BEAULIEU

Principal

ITR Economics

 @ITRoutlook

Programming for Your Profession



Concurrent Session

Personnel Productivity and Preparing for 2020

Distribution is a people-intensive business. One of the most important challenges for managers in today's tough business environment is enhancing employee productivity. Take a "systems" viewpoint of the organization and ask, "Is this employee salvageable?"

KATHRYNE NEWTON PH.D.

Professor, Supply Chain Management Tech

Purdue University

 @KA_Newton

Concurrent Session

Face Reading Workshop

Face Reading is a tool that gives you an immediate advantage in every face-to-face interaction you have, and it works with every person on the planet. By the time you finish shaking hands, you will already know the other person better than some of their best friends just by looking at their face. Skeptics are welcomed...



MAC FULFER

Founder

Amazing Face Reading

 @MacFulfer

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NAFCD Executive Sponsors

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Metroflor Corporation
SURFACES – The International Surface Event

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Milesi Wood Coatings – IVM Chemicals Inc.
Rev-A-Shelf. LLC
Timber Products Company
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NAFCD Education Supporters



NBMDA Education Gold Level Supplier Donors



For more information on sponsorship opportunities, contact Robb Shrader, NAFCD + NBMDA Sales Coordinator at (312) 673-5581 or rshrader@distributorconvention.org.

Relationships Start Here



Exhibit tabletops offer a private and comfortable setting to establish and strengthen partnerships, and build your business network!

The Exhibit Hall is always bustling from start to finish with special functions and features including:

- Welcome Reception with sponsored bars
- Food and beverage throughout exhibit hours
- Thursday lunch in the Exhibit Hall
- NAFCD + NBMDA booth featuring strategic partner kiosks
- Intimate Exhibit Hall within the host hotel



Welcoming First-Time Exhibitors

We're always excited to welcome new suppliers to the Annual Convention! Make sure to stop by their booths to give a warm welcome and build new relationships.

NAFCD

Balta US, Inc.
Bamco PTE Ltd.
Barlinek SA
Basic Coatings
Bella Surfaces Group, LLC.
Decora S.A.
Eternity Flooring
Expama Hard Wood Flooring
F Ball & Co.
Floor Source
Healthier Choice Flooring
I4F

Nature Flooring Industries, INC.
Performance Warehouse Solutions, Inc.
Podium
Ribadao Wood Boutique
Sarnet
Vogueboard Inc.

NBMDA

Hangman Products
Helmitin Adhesives
Olympus Lock, Inc.
Spirit Realty Capital
Wagner Meters



As of August 20, 2019. Visit distributorconvention.org/
First-Time-Exhibitors for a current list.

Exhibitors

As of August 20, 2019.

Visit distributorconvention.org/Current-Exhibitors for a current list.

- 3B S.P.A.
3M / NorthStar Chemical
Accuride International, Inc.
Adore Floors
Advanced Adhesive Technologies, Inc.
All Covering Evolutions (ACE)
Amaz Floors
American OEM Wood Floors
ARAUCO North America
Artistic Finishes Inc.
Ashawa Bay Hardwood Floors
Axalta
Balta US, Inc.*
Bamco PTE Ltd.*
Barlinek SA*
Basic Coatings*
BeauFlor, USA
Bella Surfaces Group, LLC.*
Benchwick U.S.A.
Berenson Corp.
Birchland Plywood
Blum, Inc
Bona US
Bostik
BRW Floors, Inc. DBA Indusparquet USA
BSL Wood Group
C.A Technologies
CFL Flooring
Chemcraft
Chemetal
Choice Brands Adhesives
Clarke Veneers and Plywood
Columbia Forest Products
Congoleum Corporation
COROB North America
D&M Flooring
Darlington Veneer Company
Decora S.A.*
Deerwood Fasteners
Dinoflex
DMSI Software
Doellken Woodtape
Domfoam Inc.
DriTac Flooring Products
EGGER
Element Designs, Inc.
Elite Flooring / Greenfield Imports
Eternity Flooring*
Expama Hard Wood Flooring*
F Ball & Co.*
Federal Brace
Fibo USA LLC.
Flexible Materials, Inc.
Floor Source*
Foam Solutions Inc.
Formica Corporation
FormWood Industries, Inc.
Foss Floors
Fullterer USA
Futura Industries
Garnica Plywood
Gemini Industries, Inc.
Grass America Inc.
Greenline Industries
Hangman Products*
Harris Wood, QEP Co. Inc.
Hartson-Kennedy Cabinet Top Co., Inc.
Healthier Choice Flooring*
Helmitin Adhesives*
HF Design LLC.
HPS Schonox North America, Inc.
Hutton Forest Products
I4F*
IMG International Markets Group
Inhaus Surfaces Limited
InterGlobal Forest
ITW Polymers Sealants North America
JAST Media
John Boos & Company
Johnson Hardwood
Kaindl Flooring, GmbH
Karran USA
Kerridge Commercial Systems
Kessebohmer USA Inc.
King Plastic Corporation
King Slide USA, Inc.
Kitchen Kompact, Inc.
Knape & Vogt
Legendary Floors, Inc.
LG Hausys America, Inc.
Liberty Woods International
LICO US
Loba-Wakol North America
M.L. Campbell Wood Finishing Systems
Majure Data
M-D Pro
MEGANITE Solid Surface
Mercier Wood Flooring
Metroflor Corporation
Milesi Wood Coatings - IVM Chemicals Inc.
MP Global Products, LLC
Mullican Flooring / Axiscor
Performance Flooring
Murphy Company
National Wood Flooring Association
Nature Flooring Industries, INC.*
Next Floor Inc.
Northwest Hardwoods
NovaFloor by Novalis Innovative Flooring
NOX-US Corporation
Oasis Wood Flooring Inc.
Olympus Lock, Inc.*
Panel Processing, Inc.
Panolam Surface Systems
Performance Warehouse Solutions, Inc.*
Peter Meier, Inc.
Plywood Source
Podium*
Precision Flooring Products
PRIMATECH
Prime Supply Flooring
Procedo Flooring
Pro-Ply Custom Plywood
Protect-All Flooring
Quick-Step
Raskin Industries
REHAU Industries LLC
Rev-A-Shelf. LLC
Ribadao Wood Boutique*
Richwood Industries, Inc. -
Makers of PolyBak
Rincomatic
Rockford Process Control, Inc
RollMaster Wholesale Business Software
Roseburg Forest Products
sales-i
Salice America, Inc.
Seneca Millwork - Roppe Holding Co.
Shaw / USFloors Distribution
Sika Corporation
Spirit Realty Capital*
Starnet*
States Industries Inc
Stauf USA LLC
SURFACES - The International Surface Event
Swiss Krono AG
Tafisa Canada Inc
Tarkett
Tego Systems Corp.
Teknaform Inc.
Timber Products Company
Titebond (Franklin International)
TP Brands International, Inc.
Traxx Corporation
Trimaco
Trimble MAPS
U.S. Futaba, Inc.
Ultimate RB
Uneeda Enterprizes, Inc.
Uniboard Canada Inc.
USG Corporation
Uzin Utz North America
Vauth-Sagel USA
Veneer Technologies, Inc.
Versatrim, Inc.
Vogueboard Inc.*
VT Industries Inc.
Wagner Meters*
Wall Concept USA
Welspun Flooring Ltd.
Weyerhaeuser MDF
Wickham Hardwood Flooring
Wilsonart Engineered Surfaces
Zamma Corporation

*Denotes first-time exhibitor.



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- Programming information
- First-time exhibitor details
- Important reminders
- Real-time updates and promotions while in New Orleans

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