



NOVEMBER 3-5  
HILTON ORLANDO  
ORLANDO, FLORIDA



Annual Convention \* Tabletop Networking Forum

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## Another Successful NAFCD + NBMDA Annual Convention

CHICAGO – Another successful NAFCD + NBMDA Annual Convention took place on November 3-5 at the Hilton Orlando in Orlando, Florida. For the sixth consecutive year the North American Association of Floor Covering Distributors (NAFCD) and North American Building Material Distribution Association (NBMDA) brought together more than 700 distribution professionals throughout the leading floor covering, specialty building material, cabinetry and woodworking industries to network, engage, learn and grow their businesses.

During the three days in Orlando attendees gained insights on trends in the floorcovering and building products supply chain; learned tips for employee recruitment and retention; discovered how to expand their innovation and strategic thinking; reviewed global economic forecasts; shared best practices with their peers; participated in manufacturer-hosted meetings and social activities; strengthened relationships with current trading partners; built relationships with new partners in one-on-one business meetings.

The 2015 Distribution Management University (DMU), held in conjunction with the Annual Convention, had record attendance. In this one day workshop, distribution managers learned proven techniques to increasing gross margin, cash flow and return on investment. Over sixty general, branch and sales managers attended.

For the first time, attendees were able to expand their social media knowledge with the help from expert social media coaches in the new social media lounge. Attendees visited the lounge to receive a complimentary LinkedIn profile refresh including a professional headshot taken onsite.

The impressive roster of nationally recognized speakers was well received by attendees. They provided practical tips, best practices and information on current industry and economic trends that can be immediately implemented into the attendee's business decisions, giving them a competitive advantage and enhancing their company's productivity and profitability.

This highly anticipated event allowed top decision makers from leading distribution and manufacturing companies across North America to connect and participate in in-depth conversations. One hundred and seventy exhibitors had access to distribution executives representing approximately 900 distribution center locations throughout the U.S. and Canada. As a result, countless one-on-one business meetings were held during the annual convention.

"This year's education offerings, networking opportunities, industry leaders and executive attendees and exhibitors all contributed to the success of this event," said Kevin Gammonley, executive vice president of NAFCD and NBMDA. "We are excited to be able to provide an event that fosters the initiation and growth of partnership across the distribution channel."

The 2016 NAFCD + NBMDA Annual Convention event will take place November 1-3, at the Hyatt Regency Chicago, in Chicago.

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#### About NBMDA

NBMDA is a trade association representing the 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. For more information, visit [www.nbmda.org](http://www.nbmda.org).