



FOR IMMEDIATE RELEASE
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Registration is Live for the 2016 NAFCD + NBMDA Annual Convention

CHICAGO – Registration for the 2016 NAFCD + NBMDA Annual Convention is now open. Taking place November 1-3 at the Hyatt Regency Chicago in Chicago, this intimate and focused event brings together hundreds of the top decision makers from leading distribution and manufacturing companies across North America. Attendees will have the opportunity to build new relationships, enhance their business strategy and conduct meaningful business planning face to face.

The 2016 event features a line-up of thought leaders who will share their expertise on economic trends, technology-driven marketing, demographics, freight and logistics, employee retention and developing successful sales professionals.

- **Alan Beaulieu** is one of the country's most informed economists and is the president of Institute for Trend Research (ITR) Economics™. Beaulieu will provides insights on the changes in Europe, the UK, China, commodity prices, oil prices and in other key sectors of the US and global economy and what it means for US economy and business.
- **Yuki Conlon** is the president, JAST Media. Conlon will explore eight simple ways to drive demand, boost brand name recognition, and increase sales inquiries at the manufacturer and distributor level.
- **Kenneth W. Gronbach** is president of KGC Direct, LLC and is an internationally respected demographer. He will share his understanding of worldwide demographics, fertility, migration, aging, immigration and dying that have enabled him to forecast societal, political, economic, cultural and commercial phenomena with uncanny accuracy.
- **Mike Regan** is the Chief of Relationship Development at TranzAct Technologies. He will provide tips on how you can proactively reduce your transportation costs and drive efficiencies within your supply chain.
- **Nate Sachs** is the founder and owner of Blueprints for Tomorrow®, which specializes in succession, exit and transition planning. Sachs will teach attendees how to get to the heart and souls of key employees in an effort to not only retain them but maximize their productivity.
- **Claudia St. John** is president of Affinity HR Group, LLC, a national HR and management consulting firm. She will speak to what types of individuals are likely to be successful sales professionals and present tips for cultivating and managing top performance.

Held in conjunction with the NAFCD + NBMDA Annual Convention, the 2016 Distribution Management University (DMU) is the ideal opportunity for branch, sales and operations managers to gain the tools to

build relationships and enhance their personal brand. This year the DMU will be led by Sam Richter, an internationally recognized expert on sales, marketing, and leadership.

New in 2016, attendees will have the opportunity to sign-up for private complimentary consultations with a variety of experts to address pressing challenges in the Partner Lounge. The roster of seven business consultants are tops in their field and will provide valuable ideas, insights and best practices. Beaulieu, Conlon, Regan, Sachs and St. John will be joined by Mary Jawgiel, Industrial Career Pathways, and Social Media Coaches from Profiteure in the Partner Lounge.

“We are excited to open registration and announce this year’s speakers,” said Kevin Gammonley, NAFCD and NBMDA Executive Vice President. “In addition to our speakers delivering interactive presentations on the industry’s hot topics, integrating their expertise and consultations into the Partner Lounge will elevate the event’s education to a new one-on-one opportunity helping attendees grow their businesses.”

Attendees who register by September 15 save \$100 and those who register multiple participants will receive a discount after the second registration. Qualified first-time distributor attendees can register at no charge. Learn more about the event and register at www.distributorconvention.org.

Manufacturers and service providers interested in securing a tabletop exhibit and/or sponsorship at the 2016 NAFCD + NBMDA Annual Convention can contact Robb Shrader at rhrader@distributorconvention.org or 312.673.5581.

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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 building material, and 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.