

2006

NBMDA Annual Convention & Tabletop Business Session

NOVEMBER 3-4, 2006 • ORLANDO, FLORIDA
WALT DISNEY WORLD® DOLPHIN HOTEL

Advance Program

Visit www.nbmda.org for more
information or to register online.



Dedicated to improving member profitability and growth.

**Early-Bird
Registration Deadline:**
September 22, 2006

Housing Deadline:
October 3, 2006

Strengthen your leadership skills. Enhance your knowledge. Build relationships.

Keynote Speaker

A New Day in America: Its Economy, Its Politics, Its Culture



Friday, November 3, 2006
9:15 a.m.—10:30 a.m.

Stuart Varney
Fox News Channel

For a business to prosper, it must address economic issues impacting its ability to compete. Stuart Varney cuts through the jargon to make complex economic issues accessible and interesting.

Charismatic, articulate, and candid, Varney is credited with changing the way that television reports on financial and economic news worldwide. Formerly the host of CNBC's broadcast of *The Wall Street Journal Editorial Board with Stuart Varney* and co-host of CNN's *MoneyLine News Hour* from 1999 to 2001, Varney joined the Fox News network in December 2003 as a contributor to a variety of shows, including *Your World with Nick Cavuto*, *Bulls & Bears*, and *Forbes on Fox*. He is also notably a founding member of CNN's award-winning business team, and former host of both *Business Day* and *Business Asia*. He joined CNN upon its founding in 1980.

An economist educated at the London School of Economics, Varney is uniquely qualified to address the rapidly shifting domestic and global economic trends, the implications for business, institutional investors, and individuals. His exceptional coverage and analysis of the stock market crash of 1987 earned him a Peabody Award for excellence in journalism.

No discussion about the economy is complete without consideration of the political climate and the economic agenda of the current administration. Varney's frank assessment of worldwide politics as it relates to economic trends, opportunities, and hazards is fresh, insightful, and comprehensive.

"Hot Topic" Discussion Sessions

Friday, November 3, 2006
10:45 a.m.—12:00 p.m.

Member firms will be surveyed prior to the start of this year's convention to gather suggested "Hot Topics" that are impacting today's distributors and stakeholder relationships. These topics will be explored in depth by your peers and trading partners.

General Session & Roundtable Discussion WINNERS OR WHINERS?



Friday, November 3, 2006
1:45 p.m.—4:30 p.m.

Landy Chase
Chase Landy, Inc.

Early in his sales career, Landy Chase had the good fortune to be hired as a sales person for a very successful corporation with 44 offices around the United States. He was lucky: this sales office, located in Atlanta, Georgia, was a perennial top producer nationwide, with outstanding management and a stable full of motivated, successful sales people. In one of those years, the "bottom feeder" — the lowest performer on the team — was at 105% of quota; anything less than 115% of goal was just not part of the culture.

A few years later, Chase's career with the company took him to a different city, this time to serve as a sales manager. In this office — set up in exactly the same business model, selling exactly the same services and products, and with exactly the same organizational structure — Chase found nothing less than a dungeon of utter despair. Like the Atlanta office, this one was also a perennial standout — in this case, a consistent loser at the very bottom of those same 44 field offices. Here, turnover was rampant, employees were miserable, and the office's reputation for service was so poor that Chase learned to avoid telling people in the business community where he worked! As for sales numbers? In this office, the top producer was at 67% of plan — and it went down from there.

How could two offices within the same company have such completely different cultures — and what implications does the answer hold for you?

As proven in the above situation, the employee work environment — and the results attained — are determined by those who manage it. In this groundbreaking session on employee motivation, Chase takes a hard-nosed approach to a traditionally "soft" subject. Your attendees will have a first-time opportunity to benchmark their managerial style, and its corresponding impact on the work environment against Chase's superb ideas in this subject area, including:

- Creating an Atmosphere of Success: Why "attitude" determines "altitude"
- Motivation: Whose job is it, anyway?
- Bad habits that will DE-MOTIVATE people: With nothing gained

General Session Enhancing Distributor and Manufacturer Profitability



Saturday, November 4, 2006
8:00 a.m.—9:30 a.m.

Steve Wolkenhauer
SFW Consulting

In today's business environment, too many people spend way too much time trying to think "outside the box" and not enough time thinking about what to do with the boxes sitting in their warehouses.

Unlike many consultants, Wolkenhauer has spent his career working in the field at client locations, helping companies to better understand their businesses, and to enhance their pretax performance through a combination of hard skills training in support of business plans and hands-on consulting at all levels within the organization. This presentation will include thoughts on designing realistic business plans, strategic planning, product management, designing effective promotions, and creating a perpetual motion machine between the product mix and the customer base.

Wolkenhauer has 35 years of experience in most aspects of the wholesale distribution industry, including direct experience in territory sales, sales management and marketing management. After a successful line career, he was promoted to the corporate level of the parent company, a major international foodservice manufacturing and distribution company, in the areas of development and training.

As an internationally recognized consultant over the past seventeen years, he has worked with over 600 wholesale distributors from niche to broad line, in all 50 states, plus Canada, Mexico, the Caribbean, and Japan. Over 15,000 reps, managers and owners in a variety of industries have attended his pretax enhancing workshops.

To access additional information on this year's featured speakers, visit www.nbmda.org.

Visit www.nbmda.org for more information or to register online.

Thursday, November 2, 2006 (Pre-Convention Activities)

8:00 a.m.–8:00 p.m.	Manufacturer – Hosted Meetings/Function
9:00 a.m.–11:00 a.m.	Executive Committee Meeting (Invite Only)
12:00 p.m.–8:30 p.m.	Registration & Information Desk Open
4:30 p.m.–6:00 p.m.	CIDA Manufacturer Committee Meeting
4:30 p.m.–6:00 p.m.	Past President's Committee Meeting
6:00 p.m.–6:45 p.m.	New Distributor Attendee Orientation
7:00 p.m.–10:00 p.m.	Past President's Dinner (Invite Only)
7:00 p.m.–9:30 p.m.	Optional Dinner at Fulton's Crab House – All Attendees

Schedule of Events

Subject to Change

Friday, November 3, 2006

6:30 a.m.–5:00 p.m.	Registration & Information Desk Open
7:00 a.m.–8:45 a.m.	SBPD Steering Committee Meeting & Breakfast
7:00 a.m.–8:45 a.m.	CIDA Steering Committee Meeting & Breakfast
7:30 a.m.–8:45 a.m.	Industry Issues Focus Groups & Breakfast
8:00 a.m.–3:00 p.m.	Exhibitor Set-up
9:15 a.m.–10:30 a.m.	Keynote Speaker: Stuart Varney, Fox News Channel
10:45 a.m.–12:00 p.m.	"Hot Topics" Discussion Session
12:15 p.m.–1:30 p.m.	Awards Luncheon
1:45 p.m.–4:30 p.m.	General Session & Roundtable Discussion: Landy Chase
2:30 p.m.–4:00 p.m.	Spouse/Guest Program: Book Club
4:45 p.m.–5:30 p.m.	Exhibitor Orientation
5:45 p.m.–7:15 p.m.	Welcome Reception in Exhibit Hall

Saturday, November 4, 2006

6:45 a.m.–4:00 p.m.	Registration & Information Desk Open
7:00 a.m.–7:45 p.m.	Member & Spouse/Guest Breakfast
8:00 a.m.–9:30 a.m.	General Session: Steve Wolkenhauer
8:30 p.m.–2:30 p.m.	Optional <i>Walt Disney World</i> ® Behind-the-Scenes Spouse/Guest Tour and Luncheon
9:45 a.m.–4:00 p.m.	Tabletop Business Session (Appointments Recommended)
11:30 a.m.–1:30 p.m.	Working Luncheon in Exhibit Hall
4:00 p.m.–6:00 p.m.	Board of Directors Meeting (invite only)
4:15 p.m.–4:45 p.m.	Exhibitor Debrief Meeting
4:00 p.m.–6:00 p.m.	Exhibit Teardown
6:30 p.m.–8:30 p.m.	Closing Reception & Dinner

"One of the incredible values of being part of NBMDA has been the ability to meet with multiple suppliers at the convention. The travel and time savings amount to thousands of dollars every year and the profits from finding one new product can pay for decades of membership and convention fees."

—Len Kopec, The Wolf Organization

Attention Manufacturers!

All attending manufacturers are welcome and strongly encouraged to attend all scheduled functions including committee meetings, "Hot Topic" Discussion Sessions, optional events and the closing Reception & Dinner. Lack of participation at these functions are missed opportunities to strengthen and expand your distributor contacts.

Committee Meetings

Thursday, November 2, 2006

4:30 p.m.–6:00 p.m.

Friday, November 3, 2006

7:00 a.m.–8:45 a.m.

Contribute to your association by sharing your ideas, insights concerns and recommendations. NBMDA Committee Meetings are an informal opportunity to gain a better understanding of your association's goals and objectives, propose new strategies to enhance member value and meet new people. These meetings are valuable networking opportunities that are not to be missed!

– All attendees, including manufacturers, are welcome and encouraged to participate.

Visit www.nbmda.org for more information or to register online.

Attendee Events

“The Tabletop Business Session provides an extremely valuable opportunity for distributors to visit with their supplier partners to review past performance, discuss ways to enhance their program and set plans for the coming year. The convention is not only a highly productive use of my time, but cost-efficient as well.”

—Ron Calhoun, President, Palmer Donavin Mfg. Co.

Optional Dinner at Fulton's Crab House

Thursday, November 2, 2006
7:00 p.m.—9:30 p.m.



Join your peers and fellow attendees Thursday evening for a private dinner right in the heart of *Walt Disney World*®. Fulton's Crab House is located in a delightful, turn-of-the-century riverboat replica with a spectacular view of Lake Buena Vista, *Downtown Disney*® Pleasure Island and the *Downtown Disney*® area. Enjoy the freshest seafood, delivered daily from ports and fisheries around the world. Not a seafood lover? No problem! There will be a non-seafood entrée choice as well! This dinner will include transportation to and from the *Walt Disney World*® Dolphin Hotel.

Dress is business casual.

For more information on Fulton's Crab House visit www.fultonscrabhouse.com

NEW! Industry Issues Focus Groups & Breakfast

Friday, November 3, 2006

Discuss industry topics with peers and trading partners over an informal breakfast. Topics will be assigned to various tables ahead of time and members are free to join whatever topics interest them. No pre-registration needed.

Manufacturer-Hosted Meetings & Functions

Thursday, November 2, 2006
8:00 a.m.—8:00 p.m.

Several manufacturers are planning to host special meetings and functions in conjunction with the 2006 NBMDA Annual Convention. These manufacturers will take advantage of the concentration of distributors traveling to the convention by hosting their own corporate meeting designed to preview new product introductions or marketing programs. Others will focus

on social functions including receptions, dinners and golf. Ask your supplier if they are planning to host a meeting or function. Manufacturers looking for assistance in planning their meeting should contact Kevin Gammonley (kgammonley@nbmda.org) in the NBMDA office.

Exhibitor-Hosted Welcome Reception

Friday, November 3, 2006
5:45 p.m.—7:15 p.m.

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

Tabletop Business Session

Saturday, November 4, 2006
9:45 a.m.—4:00 p.m.

We have united the industry's leading manufacturers and service providers within our Tabletop Business Session in order to provide you with valuable and efficient access to the decision-makers within these firms. This session provides a unique opportunity to visit with senior executives of your suppliers or potential trading partners for in-depth, uninterrupted discussions. Review the past year and plan for the year ahead. This is a high-quality, executive interchange between distributors and manufacturers. You will find this experience to be an efficient and cost-effective alternative to the typical trade show environment.

Benefits include:

- Insight into emerging trends and market opportunities
- Maximized productivity due to an efficient appointment scheduling system
- Strengthened relationships based on quality dialogue
- Competitive advantage through exposure to new products and market information

Closing Reception & Dinner

Saturday, November 4, 2006
6:30 p.m.—8:30 p.m.

As the 2006 Convention concludes, its time to relax with your fellow members and head outdoors. NBMDA will transport you to the laid-back, casual style of the Caribbean for our closing dinner party. The pool area will be transformed into a Caribbean-style setting complete with palm trees, bamboo huts and island décor.

A live steel drum band will keep you dancing to the music of Bob Marley, Jimmy Buffet, the Beach Boys and other island favorites. Food stations which allow you to mingle throughout the evening and graze on island delicacies such as tropical fruits, seafood and spicy meats at your leisure. Pina Coladas, Bahama Mamas, Rum Punch and Margaritas will flow from the island bar.

Come prepared to relax and socialize with your peers and trading partners in a relaxed and casual atmosphere. You may even leave \$10,000 richer as the highly anticipated Education Foundation Raffle winners will be announced.

Dress is island casual and may feature Bermuda shorts, Hawaiian shirts, summer dresses, and sandals

NBMDA's Education Foundation Raffle



Founded in 1987, the NBMDA Education Foundation is dedicated to the advancement of distribution in the building material industry. The Foundation operates as a separate entity to meet the industry's need for additional training at competitive prices. At this year's convention, the Education Foundation will raffle off a grand prize of \$10,000 to one lucky winner. Be sure to buy your raffle tickets for a chance to win.

This year's drawing will take place on the evening of November 4th during the Closing Reception & Dinner.

Visit www.nbmda.org for more information or to register online.

Spouse/Guest Events

General Information

While you're busy attending the events of the day, your spouse or guest is invited to participate in any of NBMDA's planned activities. The spouse/guest registration fee includes the following: (2) breakfasts, (2) luncheons, Friday's Spouse/Guest Book Club, Friday's Welcome Reception and Saturday's Closing Dinner.

Your Spouse/Guest can also choose to participate in our optional Spouse/ Guest Tour and Luncheon on Saturday, November 4, 2006.

Book Club

Friday, November 3, 2006
2:30 p.m.– 4:00 p.m.



Each spouse/guest that registers for the Convention will be sent a book to read which has been selected by the spouses on the Convention Planning Committee. The book will be a quick-read to ensure that everyone will have sufficient time to complete it prior to the function. The group will gather in a comfortable setting to openly discuss and critique the book.

Participation is optional. This is a fun and creative way to meet new people and engage in stimulating conversation. Light refreshments will be provided.

A \$100 shopping gift certificate will be raffled with all attending spouse/guests eligible to win.

Optional Disney Behind-the-Scenes Spouse/Guest Tour Luncheon

Saturday, November 4, 2006
8:30 a.m.–2:30 p.m.



©Disney
Disney INSTITUTE

When most people hear the name "Walt Disney," they think of Mickey Mouse, classic movies, and theme parks. What they don't often think of, or even know about, are his many innovative ideas that eventually led to the creation of the *Walt Disney World*® Resort. This behind-

the-scenes tour highlights Walt's many accomplishments and takes you on an unforgettable journey where you'll see firsthand, how *Walt Disney World*® makes the magic!

During this 3-hour behind-the-scenes adventure, your guides will share stories about the early days of Walt's career and take you to a variety of locations for an up-close look at innovation.

You will visit:

Walt Disney World's® Nursery and Tree Farm

See how horticulturists create world-famous topiaries.

Textile Services

Visit the new state-of-the-art laundry facility, one of the largest in the world.

Main Street, U.S.A.

Discover how Walt's life and film career heavily influenced this turn-of-the-century location.

Main Street

The "Utilidor" System: Journey beneath the *Magic Kingdom*® Park to visit support systems located in the "tunnel."

Following the tour you will enjoy a luncheon at *Walt Disney World's*® Epcot's World Showcase before returning to the hotel.

Cancellation Policy

A \$95 cancellation fee will be deducted for written cancellations for convention registrations postmarked by October 20, 2006. No refunds will be issued after October 20, 2006.

Dinner ticket fees for the Optional Event are fully refundable through October 27, 2006. No refunds will be given following this date.

Weather

November/Fall temperatures for the Orlando area range from an average low of 65°F to an average high of 85° F. As always, temperatures and weather patterns vary. Evening and meeting room temperatures may be cool, please plan accordingly.

Ground Transportation

MEARS Shuttles: Located at the baggage claim at the airport. The shuttle is \$18 one way per person (adult) or roundtrip or \$30. Contact them at 407-423-5566. Children (4-11) \$14 one way or \$22 roundtrip. The towncars (taxis) are \$65 from the airport and \$55 to the airport. Maximum 5 people per car. The reservations for MEARS shuttles have to be made 24 hours in advance.

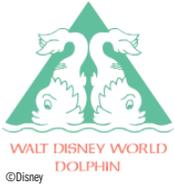
Attire

Dress for all events, with the exception of the Closing Reception and Dinner, is business casual. Suggested attire for men includes slacks and sport shirts with no tie; for women, suggested attire includes slacks/skirts, pantsuits or a casual dress. Attire for the closing reception and dinner is island casual.

Hotel Reservations & Host City Information

Hotel Reservations

The 2006 NBMDA Annual Convention & Tabletop Business Session will be held at the *Walt Disney World*® Dolphin Hotel. The special NBMDA room rate is \$189 for single/double occupancy. The deadline to secure accommodations with the special NBMDA rate is October 3, 2006.



To make reservations, call the *Walt Disney World*® Dolphin Hotel at 888.828.8850. You must mention that you are with NBMDA in order to qualify for our negotiated room rates.

Reservation Guarantee/Deposit Policy: A deposit equal to one night's stay is required to hold a reservation. The *Walt Disney World*® Dolphin Hotel will accept payment in the form of personal check, money order or major credit card with expiration date. If cancellation is made 72 hours prior to arrival the deposit of one night's stay will be refunded.

Check in time: 3:00 p.m. Check out time: 11:00 a.m.

Walt Disney World® Dolphin Hotel
1500 Epcot Resorts Boulevard
P.O. Box 22653
Lake Buena Vista, FL 32830, USA

Walt Disney World® Dolphin Hotel

In the heart of the *Walt Disney World*® Resort, the award-winning *Walt Disney World*® Swan and Dolphin Hotel is your gateway to Central Florida's greatest theme parks and attractions. The resort is located between *Epcot*® and *Disney-MGM Studios*®, and nearby *Disney's Animal Kingdom*® Theme Park and *Magic Kingdom*® Park. Enjoy 17 spectacular restaurants and lounges, including steak and seafood, sushi, poolside dining venues, and 24-hour room service. Recent additions include The Fountain and Picabu restaurants. Other amenities include the new Mandara Spa, five pools, including a grotto pool with a water slide and waterfalls, a white sand beach, two health clubs, tennis, jogging trails, paddle boat rentals, two game rooms, and supervised children's programs. You also receive many special Disney benefits, including complimentary transportation to all *Walt Disney World*® Theme Parks and Attractions, the enhanced Extra Magic Hours benefit, advance tee times on five nearby *Walt Disney World*® golf courses, Disney character dining, and Disney ticket desks.



Note:

It is vitally important that you reserve your accommodations at the *Walt Disney World*® **Dolphin Hotel**. NBMDA is contractually obligated to fill our room block and may be exposed to significant financial liability should our members fail to support this room block.

©Disney

Annual Convention & Tabletop Business Session Registration

September 22 – Early Bird Discount

Instructions:

A registration form is required for each person attending. Please photocopy this form when registering additional staff. Please type or print all requested information and mail with full payment to **NBMDA, 5261 Paysphere Circle, Chicago, IL 60674** or register online at **www.nbmda.org**. Hotel arrangements should be made directly with the *Walt Disney World®* Dolphin Hotel at 888.828.8850 or via the NBMDA Web site. Note: **All registration fees are in U.S. dollars.**

Attendee Information

Check one: Distributor Manufacturer or Service Provider
 First-time attendee: Yes No

Name (as you wish it to appear on your badge)

Title

Company Name

Address

City State/Country ZIP/Postal Code

Phone Number

Fax Number

E-Mail Address

Spouse/Guest's name (if attending) as it should appear on badge.
 NOT for additional company registrations.

Home Address (NBMDA use only)

Registration Fee

Please indicate number of individuals and total fees per type:

Section A: Convention Registration Fees

	Early Bird Discount (Postmarked prior to Sept. 22)	Standard Fee (Postmarked after Sept. 22)	Total
Distributor Member			
_____ Full Convention	\$495	\$695	\$ _____
_____ Multiple Discount*	\$295	\$495	\$ _____
Distributor Non-Member			
Full Convention	\$695	\$895	\$ _____

*Available to registrants after the first two attendees from same company have paid full fee. Spouse/Guest registrants do not count toward discount.

	Early Bird Discount (Postmarked prior to Sept 22)	Standard Fee (Postmarked after Sept.22)	Total
Exhibiting Manufacturer/Service Provider			
_____ Full Convention (Exhibitors receive two (2) complimentary registrations with booth)	Comp.	Comp.	\$ N/A
_____ Exhibitor PLUS (3rd or more staff)	\$295	\$495	\$ _____
Non-Exhibiting Manufacturer/Service Provider			
_____ Full Convention	\$1,995	\$2,195	\$ _____
_____ First-Time Attending	\$495	\$695	\$ _____
Spouse/Guest Registration			
_____ Spouse/Guest Registration (includes all meal functions and book club event)	\$295	\$395	\$ _____
_____ Evening Reception Package (includes evening receptions and meals only)	\$135	\$235	\$ _____
_____ Optional Disney Tour (includes lunch)	\$155	\$255	\$ _____
TOTAL CONVENTION REGISTRATION FEES:			\$ _____

Section B: Optional Events

_____ Optional Fulton's Dinner (Nov 2nd)	\$105	\$205	\$ _____
_____ Raffle Tickets	\$100	\$100	\$ _____

Raffle tickets support the NBMDA Education Foundation. Grand Prize \$10,000

TOTAL OPTIONAL EVENTS FEE: \$ _____

TOTAL AMOUNT DUE FROM SECTIONS A AND B \$ _____

Payment

Please select one of the following payment methods:

- Payment is enclosed. Make check or money order payable to NBMDA.
- Charge it to my credit card.
 (Payment by credit card only may be faxed to NBMDA at 312.644.0310.)
 - Visa
 - MasterCard
 - American Express

Name on Card

Signature

Card Number

Exp. Date

 NBMDA wants you to enjoy the Annual Convention and Tabletop Business Session. If, due to a disability, you have any special needs or requirements, please check here and we will do our best to accommodate you.

Cancellation Policy

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Visit www.nbmda.org for more information or to register online.

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Event sponsorships are still available! Contact NBMDA Headquarters for details.

NBMDA

North American Building Material Distribution Association

401 N. Michigan Ave.
Chicago, IL 60611
Phone: 888.747.7862
Fax: 312.644.0310
E-mail: nbmda@nbmda.org
Web site: www.nbmda.org

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Visit www.nbmda.org to
register online or for
more details.

Early-Bird Registration Deadline: September 22, 2006
Housing Deadline: October 3, 2006