

# Distribution MATTERS

SPRING 2016

An Interview with Raymond Prozzillo  
Distributor Roundtable Discussion  
Supplier Roundtable Discussion  
A Conversation with Kevin Gammonley  
2016 Member Directory

**NBMMA**  
North American Building Material Distribution Association

# Incoming NBMDA President:



**Attracting young talent, harnessing technology are among industry's biggest challenges.**

BY LEAH WHEELER

**R**aymond Prozzillo, president and CEO of A&M Supply, based in Pinellas Park, Florida, is the incoming NBMDA president. A&M Supply is a 100 percent employee-owned company, and since its founding in 1951, it has been managed with the goal of becoming a 100-year-old company.

Prozzillo became COO of A&M in 2002 and president in 2011. Under his leadership, the company has maintained its inclusive culture, growth, integrity and profitability. *Surface & Panel* interviewed Prozzillo about his career, the challenges and opportunities facing the industry, the impact of technology and what the future holds for the NBMDA and the building products distribution industry.

**Q.** Tell us about your background in the building products distribution industry. How did you get into the business and why did you decide to build your career with A&M Supply?

**A.** I have been with A&M Supply since 1988. It was my first job out of college. As my job evolved and I was given greater responsibilities, I saw that there was real opportunity here and felt a strong sense of inclusion as a member of the team. There were a couple of specific triggers that motivated me to stay as well. A&M's then-president, Bob Shaw, was a guy who believed in giving people responsibility and letting them run with it. We sometimes said that he would give you enough rope to either hang yourself or pull yourself up to the top of the mountain. It was your choice.

Another motivator for me was the company's ESOP plan. A&M Supply is one of the older ESOP (employee stock ownership plan) companies in the country, and it meant that I was earning a wage and also building equity in the company at the same time.

**Q.** What do you see as some of the challenges facing the industry today?

**A.** Attracting young talent to the industry is one of our biggest challenges. Generally, our industry is not seen by young people as cool or sexy, and young people do not necessarily grow up aspiring to lifelong careers in the building products industry. In addition, many young workers left the industry when the Great Recession hit, and they have not returned. Because of this, we have a generational void that we need to backfill.

Another issue I see out in the market has to do with the changing nature of the manufacturer-distributor relationship. In a growth market, such as we are experiencing right now, issues arise due to factors such as Internet sales, acquisitions and territory growth. The NBMDA has been proactive in bringing together the parties and facilitating discussions in this regard, and the organization remains committed to seeking solutions to this topic well into the future as technology continues to shape the wholesale distribution landscape.

**Q.** How has the industry changed in recent years?

**A.** By far and away, the biggest change has been the industry's shift to digital technology. That has impacted just about every aspect of the business and the way we interact with customers and manufacturers. Today, we utilize technology to generate product information, provide customer service, manage trucking and logistics, handle credit and finance decisions, make efficient use of our fleet and equipment, manage inventory and so much more. Our customers expect this, and I credit the NBMDA with putting a lot of focus on helping members understand, adopt and embrace digital technology. The NBMDA provides support in the way of education, speakers and information, which has really encouraged members in this area.



Technology can include the use of CRM (customer relationship management) systems that enable us to get data to our field sales teams and ensure they operate efficiently; digital training, education and presentations; inventory management tools; and billing and credit administration platforms. Technology makes data available and actionable for the modern distributor, thus driving efficiency and decision-making.

**Q.** What sets a top distributor apart from the rest of the field?

**A.** The top distributors are reliable to their end users and valuable to their manufacturers. Look, at the end of the day, our customers want to be successful and achieve their goals. And our manufacturers want to be successful and achieve their goals. A good distributor is a bridge between these two and helps both achieve their goals. They do that by adding value in the way of providing credit lines, local inventory, next-day delivery, competitive pricing, premium brand products and uncompromising service. Done right, it is win-win-win. Top distributors create this dynamic for every customer and every manufacturer with every transaction.

**Q.** Look into your crystal ball and talk about what you see ahead for the NBMDA, the building products distribution industry and the association's member companies.

**A.** I see the issue of the generational void that I discussed earlier continuing to be critically important. Our industry needs well trained, reliable young talent, everything from truck drivers to sales associates to accounting and credit staff to branch and divisional managers. Going forward, it is important that we provide career path opportunities as well as appropriate recruitment, training and education resources so that our members can attract the talent they need to serve their customers. The NBMDA has done a great deal in this area, offering such things as the University of Innovative Distribution and many other education, training and marketing resources during the annual convention. All of this is made possible by the manufacturers and distributors that contribute to the NBMDA Educational Development Program.

It's also up to the distributors themselves to create within their organizations a culture that today's young people want to be a part of. Study after study of the millennial generation has found that they value purpose and want jobs that bring them satisfaction and fulfillment. It's up to us to create corporate cultures that offer young employees the equity, autonomy and purpose that they seek and need.

**Q.** What is the most important thing you would say to your peers in the industry?

**A.** I think the number one thing I would stress is education. I would advise everyone in this industry to make it a lifelong commitment to improve yourselves, improve your processes and help your people gain new knowledge and skills. Don't stand still because the industry is moving rapidly and those who are standing still will fall down or find themselves running hard to catch up. **s&p**



**Going forward, it is important that we provide career path opportunities as well as appropriate recruitment, training and education resources so that our members can attract the talent they need to serve their customers.**



**Engineered Wood Products | Studs & Timbers**

**Real Wood Siding | Softwood Plywood**

**Roseburg**  
A Forest Products Company

Roseburg.com 800.245.1115

# Distributor Roundtable Discussion

BY LEAH WHEELER

**Distributor members of the NBMDA steering committee are seasoned, successful industry veterans and leaders in their markets. These folks understand the building products distribution business inside and out, and they know how to deliver over-the-top service and exceptional value.**

**S&P reached out to distributor members of the NBMDA steering committee and asked them to identify the key attributes and values that help make their businesses successful.**

**Here's what four of them had to say:**

## Place Value:

**JIM ELLIS, BUSINESS MANAGER FOR BENNETT SUPPLY CO.,** headquartered in Cheswick, Pennsylvania. "Place value is a key value that we bring to our customers. Place value is having the right product in the right place at the right time. It's about providing good lead times and availability. We work with a lot of small to mid-sized firms, and for these customers' planning, forecasting is absolutely critical. Knowing that they will have what they want where they want it and when they need it is hugely important."



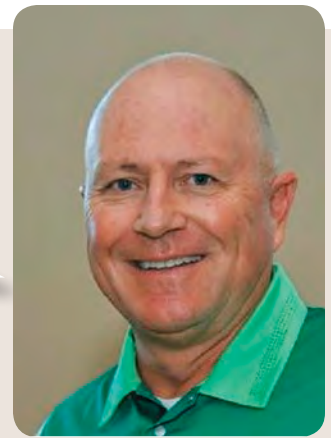
## Strategic Alignment:

**CRAIG GOODMAN, BRANCH MANAGER OF AMERHART LTD.** in Green Bay, Wisconsin. "The way Amerhart has been managed for 75 years is the number one benefit for our customers. We are strategically aligned around people, technology and services, and we reinforce this alignment on a regular basis through education, training, skills development, monthly product meetings with key vendors and accountability at every level. What this means for customers is that they can always count on getting a complete, correct, accurate answer in a timely manner from us."



## Relationships Built on Trust, Respect and Integrity:

**AL HARRISON, VICE PRESIDENT OF THE INDUSTRIAL DIVISION OF INTERMOUNTAIN WOOD PRODUCTS**, based in Salt Lake City, Utah. "For us, it's pretty simple. We develop business relationships/partnerships that are built on trust, respect and integrity. Our customers trust us to deliver consistently superior products, consistently incredible service and consistently fair pricing. Our salespeople are steeped in the industry, and so our customers have confidence in our knowledge and our experience. They ask our advice because we talk their talk. This is a tremendous value to them, and we consider it a high compliment to us."



## Consultative Selling:

**KEVIN SLABAUGH, VICE PRESIDENT OF THE U.S. DIVISION OF MCKILLICAN INTERNATIONAL**, headquartered in Edmonton, Alberta, Canada. "We create value for our customers by developing deep relationships in order to gain an uncommon understanding of our customer's needs. We engage our customers in a five-step selling process that begins with a discovery phase, where we learn about their challenges, opportunities, goals, objectives and about their customers' needs. It is a highly evolved form of consultative selling. For example, a customer may be focused on improving quality or increasing throughput or reducing price. This knowledge allows us to offer our customer a unique solution that meets their needs and improves their return on investment."



## Aluminum Frame Cabinet Doors

At Element Designs, we believe the difference is in the details. As the leading manufacturer of aluminum frame cabinet doors in North America, our high quality cabinet doors are fully customizable with numerous frame, finish and insert options to meet your specific residential and commercial design needs.

www.element-designs.com  
Ph: 877-332-3396

made in the 



# Supplier Roundtable Discussion

BY SCOTT W. ANGUS

**The relationship between supplier and distributor is critical for the success of both. *Surface & Panel* asked supplier members of the NBMDA steering committee to describe the qualities they believe are most important in good supply chain partners.**

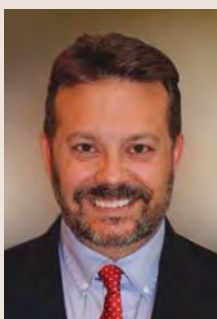
## True Partnership:

**JEFF TAKAC, MANAGING DIRECTOR – NORTH AMERICA, IVM CHEMICALS**

Milesi Wood coatings is a brand of IVM chemicals, a leading manufacturer of high performance European wood coatings sold through distribution partners in over 70 countries worldwide. Based on our experience working successfully with distributors all over the world for over 60 years, we find that the most successful distributors are the ones that seek a true partnership approach with their suppliers. This is what we at Milesi look for in building long-lasting, mutually profitable distributor relationships, one in which each partner adds value and expertise.

So what does this partnership approach look like? One in which both parties are willing to invest in the mutual business of being successful by synergizing the respective strengths of the supplier and distributor. This approach means constant communication among all levels of the distributor/supplier organizations. It also includes jointly developing target goals, a mutually agreed business and action plan as well the willingness of both parties to invest in this programmed approach. Other elements that manifest out of this partnership approach to support success are the commitment to training, advertising, defining market needs and much more.

When top management of both the distributor and supplier embrace this strategy, both parties and their respective organizations realize long-term growth, profitability and success. It truly is a winning combination.



## Passion from the Top Down:

**ALLEN ELLIS, REGIONAL SALES MANAGER, VALSPAR**

What do I look for in successful distribution partners?

After 25-plus years in the industry, my answer can be based anecdotally – my own observations of successful distributors of wood coatings versus those that achieve less-than-desired outcomes. Of course, there's more to touch upon, but here is my opinion.

- Planning – Jointly developing a sound plan that outlines mutual goals and steps to achieve success.
- Commitment – Having the right people in place to execute the plan and providing them the proper tools to do the job.
- Communication – Passion that comes from the top, ensuring everyone understands the goals and the importance of success.
- Accountability – Distributors that hold themselves AND their suppliers accountable. Is everyone doing what they committed to do?
- Review – Does the outcome meet expectations? There's always room for improvement. What adjustments do the distributor and manufacture need to make before moving on?

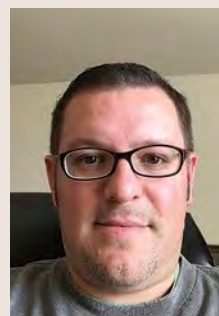


## Performance is Key:

**CHAD CANNON, BUSINESS DEVELOPMENT DIRECTOR, ROSEBURG FOREST PRODUCTS**

Here's what we look for in a distribution partner:

- Full-line distributor (diverse portfolio) – We manufacture a variety of panel products, so depending on the market, targeting someone who sells multiple product lines works great for Roseburg.



- Multiple locations/branches in a geographic area – Here at Roseburg, the outside reps cover large territories, so getting someone on board that has multiple branches helps greatly.
- Reputation/history – We like to partner with folks who have a solid rep in the market.
- Financial health – It's self-explanatory. We need to partner with customers who pay their bills.
- Performance/volume – As you search for new customers, you always review volume potential as it pertains to the product you are pushing.
- Shipping areas – You want to review geographic shipping areas just in case you currently have distribution set up in that market.
- Knowledge of the market – This is key. You want to partner with good experienced people who know the market and what the customer expectations are.
- Value-added services – This could be anything from extended credit terms to vendor-managed inventory programs.

## Invest in People:

### BROOKS BOWEN, EASTERN REGIONAL MANAGER, M.L. CAMPBELL

It would be easy to say that the best distributors are those with the most locations in the largest markets, the most delivery vehicles, largest warehouses, etc. The fact is that those items are only a small part of what we consider when evaluating a distributor.



At M.L. Campbell, we have several long-standing relationships with some of the top distributors in our industry. The partnerships we have established are based on a mutual commitment and investment in the key drivers of our shared business, as well as a trust and respect for each other's business practices. This commitment and investment extends well beyond inventory and infrastructure, as we both recognize the importance of investing in our people.

Wood coatings are often the most technical product our distributors sell, and the training requirements to support this business are extensive and continuous. Our top distributors recognize this need and actively invest in training and developing the best people to represent our products. Additionally, our distributor partners typically have a portfolio of other highly recognized and respected brands commonly used in our industry.

The underlying reason all the while is to provide top-level products and service for the end-use customers who depend on us every day.

## Mutual Understanding of Success:

### MELISSA HERMAN, SALES PROGRAM MANAGER, FORMICA



First and foremost, a good distribution partner has a management team that is focused and engaged. They have command of their marketplace, the customers, competition and opportunities for growth, and they own it.

They challenge us, the manufacturer, to provide the right products and services for their market. We have a mutual understanding of how each company defines success, and we work to align goals accordingly. A good partner values the Formica brand and leverages it in the market.

In addition, a good partner makes investments into the organizational capabilities both with their people assets, as well investments into their physical assets, such as inventory, equipment, etc. As a result, they outperform competition in the market utilizing an excellent service platform that complements and enhances the Formica brand service model. They remain flexible and actively adapt to changes in the marketplace.



AVENTOS HK-XS. Nearly weightless lift systems for smaller cabinets. / blum.com

**blum**<sup>®</sup>  
Perfecting motion



# Why NBMDA Attracts the Industry's Top Distributors

EXECUTIVE DIRECTOR  
**KEVIN GAMMONLEY** discusses the value of membership



**Kevin Gammonley, executive vice president of the NBMDA (the North American Building Material Distribution Association), has worked closely with executives from some of the industry's leading distribution and manufacturing companies during his 25 years as an association management professional.**

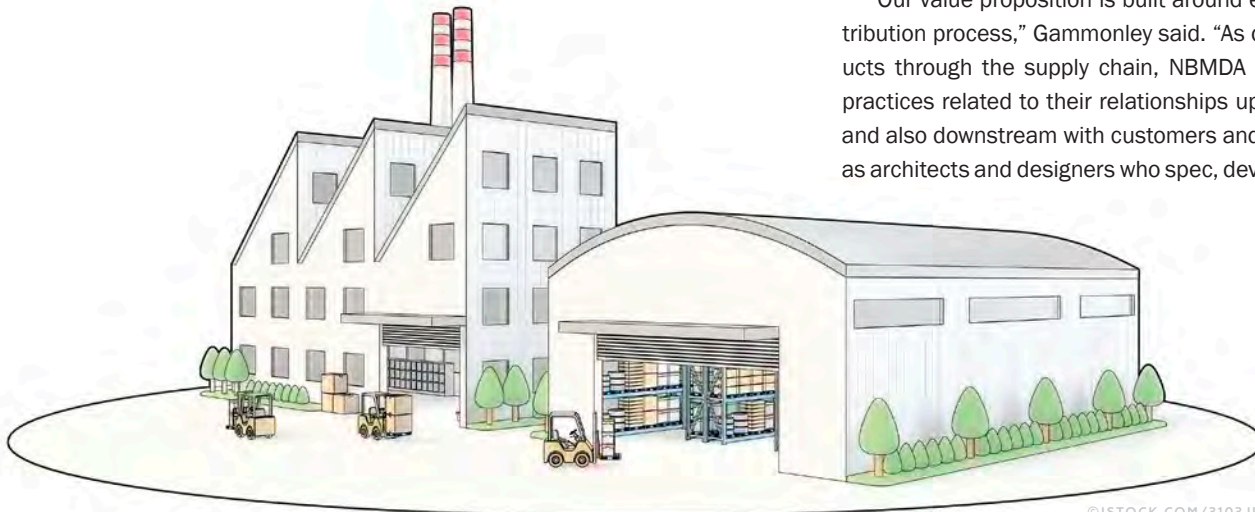
**N**BMDA's mission is to develop and promote the effectiveness of distribution processes to improve member profitability and growth. The association represents the leading wholesale distributors of wood panels, surfacing materials, cabinet hardware, finishes and related products. Membership comprises distributors and manufacturers that serve independent building material and kitchen/bath dealers, as well as production companies involved in cabinetry, architectural woodwork, stock woodwork, store fixtures, solid surface fabricating and plastics fabricating. Distributor members operate more than 900 distribution centers throughout the U.S. and Canada and have a collective purchasing power of more than \$25 billion.

"Our goal is to help make distributors a stronger component of the supply chain, to help them be more efficient, productive and profitable," Gammonley said. "We do this in a variety of ways: through education and training; dissemination of benchmarking data; introduction to new supply chain technologies; and by facilitating exchange and communication about best practices, value-added customer service and current and upcoming channel trends."

Membership in NBMDA allows distributors to keep their fingers on the pulse of the industry, learn how to upgrade their services and concentrate on their local markets while still maintaining strong connections to peers from across the country. Participation in the organization allows distributors to learn from each other and to compare their operations against the best in the business.

Distributor members are generous with their time and ideas. Members regularly stay in contact with their peers to brainstorm ideas and visit each other's facilities to learn about successful processes or new technologies.

"Our value proposition is built around enhancing the wholesale distribution process," Gammonley said. "As distributors help to pull products through the supply chain, NBMDA addresses trends and best practices related to their relationships upstream with manufacturers and also downstream with customers and purchase influencers, such as architects and designers who spec, develop and stimulate demand."



©ISTOCK.COM/3103JP



One of the organization's strengths is that it attracts the most successful and innovative distribution companies in the industry.

"We continually look for ways to enhance this component of the supply chain, connect distributors with the supplier base, including current and potential future suppliers, and provide forums for relationships to strengthen," Gammonley said. "It goes beyond simply networking and encompasses the exchange and sharing of information at all levels of the distributorship covering topics such as sales, marketing, inventory management, warehousing, credit and financial management, and much more."

Membership in NBMDA enables distributors to align with top-tier suppliers through the group's events and networking functions. Associate membership in the NBMDA is a cost-effective, efficient means for manufacturers to get introduced to distribution decision-makers and learn about their challenges and opportunities while staying connected to the distributor community.

As a result, they are able to develop and provide products ahead of the need and before the products become commoditized, Gammonley said. The value derived from these connections also benefits architects, designers and end-users because they can align themselves with top distributors and tap into the knowledge, training, technologies, products and best practices that are available.

Gammonley praised the caliber of the organization's members.

"The members of NBMDA are leaders of their own companies and communities, as well as marketplace leaders," he said. "They are an impressive group of people, hard-working, forward-leaning, and they have a real service orientation. They want to make the channel stronger and give back to the industry. Many of our members represent family-owned companies that have achieved market leadership and success through vision and persistence. What has made them successful in their businesses is what makes the NBMDA strong."

It's an exciting time for the building material and woodworking distribution channels, Gammonley noted.

"Macro trends such as globalization, environmental regulations, advances in technology and innovative new marketing strategies using social media are having huge impacts on the channel and industry overall."

The good news is that NBMDA offers many ways for distributors to stay connected to their peers, service providers, trading partners, industry thought leaders and experts on distribution management and strategy. The group also provides resources, such as branch management education, sales training, leadership development, as well as social media training.

New in 2016, the association has rolled-out a portfolio of discounted products and services that distributors use in their operations that will help them enhance their bottom lines. Additionally, the organization is providing new and improved services designed to help members attract, train and retain talent, which is a major challenge for all business owners.

In November 2016, NBMDA will partner with the NAFCD (North American Association of Floor Covering Distributors) to host its sixth joint NAFCD + NBMDA Annual Convention & Tabletop Networking Forum in Chicago, Illinois.

To learn more, visit [www.distributorconvention.org](http://www.distributorconvention.org) **s&p**



North American Building Material Distribution Association

#### MEMBERSHIP IN NBMDA:

- Allows distributors to keep a finger on the pulse of the industry.
- Provides insight to distributors on how they can upgrade their services and concentrate on their local markets while still maintaining strong connections to peers from across the country.
- Allows distributors to learn from each other and to compare their operations against the best in the business.
- Enables distributors to align with top-tier suppliers through events and communication.
- Is a cost-effective, efficient means for manufacturers nationwide to stay connected to the distributor community.
- Provides resources, such as branch management education, sales training, leadership development and social media training.



The advertisement features a high-contrast, black and white photograph of a TIOMOS worm gear mechanism, showing its intricate design and metallic components. The background is dark, making the metallic parts stand out. In the top right corner of the image area, there is a small logo consisting of a stylized 'G' with an asterisk.

**IT'S NOT A SPORTS CAR...  
BUT IT'S ENGINEERED LIKE ONE**

It takes exceptional design and engineering to win the honor and recognition that is **TIOMOS**. Quick response and pinpoint 3D adjustment with worm gear accuracy gives **TIOMOS** the racer's edge.

Try one today.

**G\*GRASS®**  
[www.grassusa.com](http://www.grassusa.com)



# Increasing the Effectiveness of the Distribution Process

## 2016 Economic Report

### Overview

US Real GDP is expanding (although the pace of growth is slowing) while US Industrial Production is declining. This is reflective of strong US consumer behavior while the industrial side of the US economy faces headwinds from low commodity prices, unusual weather events (El Niño), a weakened global economy, and a strong dollar.

On the consumer side of the economy, the labor market remains favorable to consumers. Wage growth (up 3.2%) is outpacing inflation (up 0.9%). This is allowing consumers to increase savings and spending at the same time. US Personal Savings as a Percentage of Disposable Personal Income rose to an average of 5.1% in the 12 months through February, up from an average of 4.9% as of February 2015. Meanwhile, US Retail Sales Excluding Gas Stations (deflated) is up 4.2% on a year-over-year basis. This is a full percentage point above the five-year average since the Great Recession of 3.2% growth, which occurred during a period of uninterrupted US Real GDP growth. We expect the rate of growth of US Real GDP to slow through the first half of 2016 before accelerating in the second half of the year and throughout 2017. Slower US Real GDP growth will resume in 2018.

### US Industrial Production Index Trend

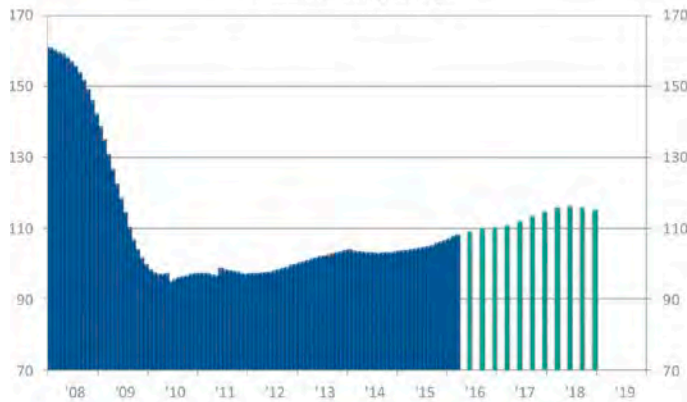


## US Household and Institutional Furniture and Kitchen Cabinet Manufacturing Production Index

Annual Trend: 108.3

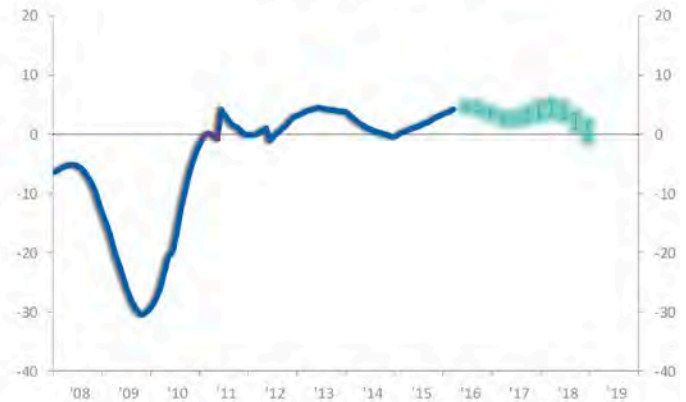
Year-over-Year: 4.2%

US Household and Institutional Furniture and Kitchen Cabinet Manufacturing Production Index  
12-Month Moving Average



Year-over-Year Growth Rate

12/12 Rate-of-Change



Year-over-year contraction is evident across much of the industrial sector of the US economy. Annual US Industrial Production, which was subject to a data revision from the data source (Federal Reserve Board), is down 0.8% compared to its year-ago level. US Nondefense Capital Goods New Orders (Excluding Aircraft), a measure of business-to-business activity of large capital purchases, is down 3.6% year-over-year. However, the February New Orders data shows a tentative transition to Phase A, Recovery.

We expect this recovery trend will hold as the headwinds facing the US industrial sector begin to subside. Specifically, Oil Prices and the IMF Metals Index are in Phase A, Recovery. This will help lead to a transition to recovery in US Mining Production, which is currently in Phase D, Recession (down 6.5%), by the fourth quarter of 2016. A warm El Niño winter has contributed to the recession in US Utilities Production, which is down 2.4% on an annual basis as of March. Although we do not forecast the weather, the El Niño effect is likely a temporary impact on utilities that we will not experience on an ongoing basis. Last, a weakened global economy (especially China, Brazil, and Russia) is leading to weak demand for US Exports, which are down 7.6% (year-over-year), and is contributing to a stronger dollar as investors seek safety in the dollar. The US dollar has already begun to weaken against the Canadian dollar, the Japanese yen, and the euro. Further, the leading indicators for China and Brazil are rising, suggesting economic conditions will improve in these beleaguered economies in the second half of 2016. This will help improve global demand for US goods as well as help to stabilize depressed commodity prices, which will have a positive impact on the US economy beginning in the second half of 2016.

The ITR Leading Indicator and Purchasing Managers Index rate-of-change are rising. These indicators generally support our expectation of a strengthening US economy by the end of 2016 and into 2017.

An annual data revision by the Federal Reserve Board necessitated forecast revisions to our US Industrial Production, US Veneer, Plywood, & Engineered Wood Product Production, and US Household & Institutional Furniture and Kitchen Cabinet Manufacturing Production forecasts. We are also now quoting the lower end of our forecast range for US Existing Home Sales and the upper end of our forecast range for US Building Materials & Supplies Stores Retail Sales. The remaining forecasts are unchanged from the previous report.



2016: 3.5%  
2017: 4.0%  
2018: 0.5%

### Industry Outlook

The April Federal Reserve Board data revision for Furniture and Kitchen Cabinet Manufacturing Production led us to downward revise our forecast. The Production 12/12 reached 4.2% in March, and internal trends suggest accelerating growth will persist through at least mid-2016.

Production in 2017 will be slightly stronger than in 2016; plan for general growth through 2018.

Retail Sales at Furniture Stores, which leads Production by three months, is up 5.6% in the 12 months through March. Strong consumer activity is driving current Production growth. The annual growth rate in the National Remodeling Market Index (11-month lead time) is declining and will weigh on Production into 2017. Slower growth in remodeling activity supports our expectation for decelerating growth in Production in the second half of 2016 into 2017. **s&p**



**MANUFACTURERS**

**3M NorthStar Chemicals, Inc.**

19 Smiley Ingram Rd.  
Cartersville, GA 30121  
P (770) 386-6961  
F (770) 386-0615  
www.northstarchemicals.com

**Accuride International**

12311 Shoemaker Ave.  
Santa Fe Springs, CA 92679  
P (562) 903-0200  
F (562) 903-0208  
www accuride.com

**ARAUCO North America**

80 Tiverton Court, Ste. 701  
Markham, ONT L3R 0G4 Canada  
P (905) 475-9686  
F (905) 475-3827  
www.arauco-na.com

**Armstrong World Industries**

2500 Columbia Ave.  
Lancaster, PA 17603  
P (717)396-6058  
F (717)396-6038  
www.armstrong.com

**Berenson Corp.**

2495 Main St., #111  
Buffalo, NY 14214-2152  
P (716) 833-3100  
F (716) 833-2402  
www.berensonhardware.com

**BHK Of America, Inc.**

PO Box 486  
South Boston, VA 24592  
P (845) 928-6200  
F (845) 928-2287  
www.bhkofamerica.com

**The Bilco Company**

PO Box 1203  
West Haven, CT 06516  
P (203)934-6363  
F (203)931-4365  
www.bilco.com

**Birchland Plywood Limited**

PO Box 430 / Hwy 17  
Thessalon, ON POR 1L0 Canada  
P (705) 842-2430  
F (705) 842-2496  
www.birchlandplywood.com

**Blum Inc.**

7733 Old Plank Rd.  
Stanley, NC 28164  
P (704) 827-1345  
F (704) 827-0799  
www.blum.com

**Brown Wood, Inc.**

7040 N. Lawndale Ave.  
Lincolnwood, IL 60712  
P (800) 328-5858  
F (800) 884-0423  
www.brownwoodinc.com

**C.A. Technologies LLC**

337 South Arthur Ave.  
Louisville, CO 80027  
P (303) 438-5707  
F (303) 438-5708  
www.spraycat.com

**Castlewood**

274 Highway 62  
Bear Creek, AL 35543  
P (205) 486-7558  
www.americanmanufacturerssupply.com

**Chemcraft**

1431 Progress Ave.  
High Point, NC 27261  
P (336) 841-5111  
www.chemcraft.com

**Chemetal**

39 O'Neil Street  
Easthampton, MA 01027  
P (413) 529-0718  
F (413) 529-9898  
www.chemetalco.com

**Choice Brands Adhesives**

666 Redna Terrace #500  
Cincinnati, OH 45215  
P (513) 772-1234  
F (513) 772-9118  
www.choicebrands.com

**Columbia Forest Products, Inc.**

7900 Triad Center Dr., Ste 200  
Greensboro, NC 27409  
P (800) 637-1609  
F (336) 605-6969  
www.columbiaforestproducts.com

**COMPAC The Surfaces Company**

PO Box 112  
Gandia 46700 SPAIN  
P 3 (490) 230-0155  
F 3 (496) 080-0208  
www.compac.es

**CSL Silicones, Inc.**

144 Wood Lawn Road West  
Guelph, ON N1H 1B5  
P (519) 836-9044  
www.cslsilicones.com

**Darlington Veneer Co., Inc.**

PO Box 1087 / 225 4th Street  
Darlington, SC 29540  
P (843) 393-3861  
F (843) 393-8243  
www.darlingtonveneer.com

**Deerwood Fasteners**

638 Reese Dr.  
Conover, NC 28613  
P (828) 469-1075  
F (828) 469-1050  
www.deerwood.com

**Doellken-Woodtape, Inc.**

18 Covington Drive  
Palm Desert, CA 92260  
P (760) 862-1285  
F (760) 862-1820  
www.doellken-woodtape.com

**Edgemate, Inc.**

213 Smith Transport Road  
Roaring Spring, PA 16673  
P (814) 224-5717  
F (814) 224-5975  
www.edgemate.com

**Element Designs**

PO Box 7747  
Charlotte, NC 28241  
P (704) 332-3114  
www.element-designs.com

**Essex Coatings**

135 Essex Ave East  
Avenel, NJ 07001  
P (732) 855-9400  
www.essexcoatings.com

**Far East American**

5410 McConnell Ave.  
Los Angeles, CA 90066  
P (310) 822-7771  
F (310) 822-2920  
www.feaco.com

**Ferrari America Inc.**

4189 Eagle Hill Drive Suite 110  
High Point, NC 27265  
P (336) 841-1445  
F (336) 841-3543  
www.ferrariamerica.com

**Formica Corp.**

10155 Reading Rd.  
Cincinnati, OH 45241  
P (513) 786-3043  
F (513) 786-3566  
www.formica.com

**FormWood Industries, Inc.**

1601 Production Rd.  
Jeffersonville, IN 47130  
P (812) 284-3676  
F (812) 285-5074  
www.formwood.com

**Franklin International**

2020 Bruck St.  
Columbus, OH 43207-2329  
P (614) 443-0241  
F (614) 445-1813  
www.titebond.com

**Fulterer USA, Inc.**

542 Townsend Ave.  
High Point, NC 27263  
P (336) 431-4646  
F (336) 431-4620  
www.fultererusa.com

**Garnica**

1862 Lemming Avenue  
Eugene, OR 97401  
P (541) 525-2508  
www.garnicaplywood.com/en/

**Gemini Coatings**

421 S.E. 21st St  
El Reno, OK 73036  
P (405) 262-9310  
www.geminicoatings.com

**Grass America Inc.**

1202 Highway 66 S.  
Kernersville, NC 27284  
P (336) 996-4041  
F (336) 996-4547  
www.grassusa.com

**Greenline Industries, Inc.**

2966 Trask Parkway  
Beauford, SC 29906  
P (843) 846-4648  
www.greenlineforest.com

**Hettich America L.P.**

4295 Hamilton Mill Rd. Ste 400  
Buford, GA 30518  
P (770) 887-3733  
F (678) 537-0115  
www.hettich.com

**Holland Southwest Int.**

6831 Silsbee  
Houston, TX 77033  
P (713) 644-1966  
F (713) 644-7223  
www.hollandsw.com

**Hutton Forest Products**

218 Boida Ave, #33  
Ayr, ON NOB 1E0  
P (519) 620-4374  
www.hfpi.ca

**International Markets Group**

130 Indian Cliffs Drive  
Chico, CA 95973  
P (888) 955-6550  
F (530) 852-8575  
www.imgsourcing.com

**Industrial Timber & Lumber**

23925 Commerce Park  
Beachwood, OH 44122  
P (216) 831-3140  
F (216) 831-4734  
www.itlcorp.com

**ITW Polymers Sealants NA**

111 S. Nursery Road  
Irving, TX 75060  
P (800) 878-7876  
F (972) 554-3939  
www.itwsealants.com

**IVM Chemicals SRL – Milesi**

Via Strauss, 15, Seregno  
Monza e Brianza, Italy  
P 39 0362 232756  
www.ivmchemicals.com/ivi/en/

**John Boos & Company**

3601 S Banker St.  
Effingham, IL 62401  
P (217) 347-7701  
F (217) 347-7705  
www.johnboos.com

**Jowat**

PO Box 1368  
High Point, NC 27261  
P (336) 434-9000  
www.jowat.com

**Karran USA**

1291 E. Ramsey Rd.  
Vincennes, IN 47591  
P (866) 452-7726  
www.karran.com

**Kerfkore Company**

2630 Sidney Lanier Drive  
Brunswick, GA 31525  
P (912) 264-6496  
F (912) 262-9763  
www.kerfkore.com

**Kessebohmer USA Inc.**

2528 Independence Blvd. Suite 102  
Wilmington, NC 28412  
P (910) 338-5080  
F (910) 338-5082  
www.clever-storage.us

**King Plastic Corporation**

1100 N. Toledo Blade Blvd.  
North Port, FL 34288  
P (941) 493-5200  
F (941) 497-3274  
www.kingplastic.com

**Knappe & Vogt Company**

2700 Oak Industrial Dr. NE  
Grand Rapids, MI 49505-6082  
P (616) 459-3311  
F (616) 459-0249  
www.kv.com

**L&S Lighting Corporation**

4501 Green Point Dr.  
Greensboro, NC 27410  
P (336) 937-9024  
F (336) 553-0638  
www.LS-light.com

**Liberty Woods International**

1903 Wright Place, Suite 360  
Carlsbad, CA 92008  
P (760) 438-8030  
F (760) 438-8303  
www.libertywoods.com

**M.L. Campbell**

101 Prospect Ave., 525 Republic  
Cleveland, OH 44115  
P (216) 566-2904  
F (216) 515-7756  
www.mlcampbell.com

**Meganite Solid Surfaces**

1461 S Balboa Ave  
Ontario, CA 91761  
P (800) 836-1118  
F (909) 391-8885  
www.meganite.com

**Mohawk Finishing Products,**

Div. of RPM Wood Finishes Group, Inc.  
PO Box 22000  
Hickory, NC 28603  
P (828) 261-0325  
F (828) 431-4565  
www.mohawk-finishing.com

**Murphy Plywood**

2350 Prairie Rd.  
Eugene, OR 97402  
P (541) 461-4545  
www.murphyplywood.com

**Ontario Plywood**

20 Horseshoe Lane  
Lemont, IL 60439  
P (630) 257-3535  
www.multiplyplywood.com

**Panel Processing**

120 North Industrial Highway  
Alpena, MI 49707  
P (989) 356-9007  
F (989) 356-9000  
www.panel.com

**Panolam Industries International Inc.**

20 Progress Drive  
Shelton, CT 06484  
P (203) 925-1556  
F (203) 225-0050  
www.panolam.com

**Pembroke MDF**

777 Fiberboard Road  
Pembroke, ON K8A 6W3  
P (613)732-2381  
www.clarionindustries.com

**Peter Meier Inc.**

1255 South Park Dr.  
Kernersville, NC 27284  
P (336) 996-7774  
F (336) 996-1812  
www.petermeier.com

**Ply Gem Siding Group**

2600 Grand Blvd., Suite 900  
Kansas City, MO 64108  
P (816) 426-8200  
F (513) 474-3593  
www.plygem.com

**PRESTOLAM Inc.**

2766 Route President Kennedy  
St. Henry De Levis, QC G0R3E0 Canada  
P (418) 882-2242  
F (418) 882-2252  
www.prestolam.com

**Pro-Ply Custom Plywood Inc.**

1195 Clark Blvd.  
Brampton, ONT L6T 3W4 Canada  
P (905) 564-2327  
F (905) 564-2330  
www.proply.com

**Quickscrews International Corporation**

5830 Las Positas Rd.  
Livermore, CA 94551  
P (925) 371-8215  
F (925) 371-5384  
www.quickscrews.com

**REHAU Industries LLC**

1501 Edwards Ferry Rd. NE  
Leesburg, VA 20176  
P (703) 777-5255  
F (703) 777-3053  
na.rehau.com/furniture

**Rev-A-Shelf LLC**

2409 Plantside Dr.  
Jeffersontown, KY 40299  
P (502) 499-5835  
F (502) 491-2215  
www.rev-a-shelf.com

**Richwood Industries Inc. – Makers of PolyBak**

2700 Buchanan S.W  
Grand Rapids, MI 49548  
P (616) 243-2700  
www.richwoodind.com

**Rollex**

800 Chase Ave.  
Elk Grove Village, IL 60007  
P (847) 437-3000  
F (847) 437-7561  
www.rollex.com

**Roseburg Forest Products LP**

10599 Old HWY 99 S  
Dillard, OR 97432  
P (541) 679-3311  
F (541) 679-2543  
www.roseburg.com

**RPC-Terry Hardware**

2020 Seventh St.  
Rockford, IL 61104  
P (815) 966-2000  
F (815) 966-2026  
www.rockfordprocess.com

**Salice America Inc.**

2123 Crown Centre Drive  
Charlotte, NC 28227  
P (704) 841-7810  
F (704) 841-7808  
www.saliceamerica.com

**SierraPine, Ltd.**

1050 Melody Lane  
Suite 160  
Roseville, CA 95678  
P (916) 677-4472  
www.sierrapine.com

**SR Wood Inc.**

1801 Progress Way  
Clarksville, IN 47129  
P (812) 288-9200  
www.srwoodinc.com

**States Industries**

29545 Enid Road East  
PO Box 41150  
Eugene, OR 97404  
P (800) 626-1981  
F (541) 689-8051  
www.statesind.com

**Tafisa Canada**

729 Meloche Ave.  
Dorval, QC H9P 2S4 Canada  
P (514) 780-1324  
F (514) 780-1354  
www.tafisa.ca

**TAPCO Companies, Inc.**

PO Box 457  
Sharon Center, OH 44274  
P (330) 576-1750  
www.tapcocompanies.com

**Timber Products Company**

PO Box 269  
Springfield, OR 97477  
P (541) 747-4577  
F (541) 744-4296  
www.timberproducts.com

**U.S. Futaba, Inc.**

2901 West Garry Ave  
Santa Ana, CA 92704  
P (714) 751-1593  
F (714) 751-2366  
www.usfutaba.com

**Uniboard Canada - USA Division**

2078 Normandy Dr.  
Wooster, OH 44691  
P (330) 264-9337  
F (330) 262-8768  
www.uniboard.com

**Valspar**

1823 English Rd.  
High Point, NC 27262  
P (336) 802-4768  
F (336) 802-4711  
www.valsparwood.com

**Vauth-Sagel America**

1135 Old Greensboro Road  
Greensboro, NC 27284  
P (866) 376-2298  
F (336) 464-2277  
www.vauth-sagel.com

**Veneer Technologies Inc.**

PO Box 1145  
Newport, NC 28570  
P (252) 223-6359  
F (252) 223-3511  
www.veneertech.com

**VT Industries, Inc.**

PO Box 490  
1000 Industrial Park  
Holstein, IA 51025  
P (712)368-4381 Ext. 342  
F (712) 368-4184  
www.vtindustries.com

**Wilsonart LLC**

10501 NW H K Dodgen Loop  
Temple, TX 76504  
P (254) 207-6000  
F (254) 207-8620  
www.wilsonart.com

**DISTRIBUTORS**

**A & M Supply Corp.**

6701 90th Ave. North  
Pinellas Park, FL 33782  
P (727) 541-6632  
F (727) 546-3617  
www.a-msupply.com

**Advanced Hardware Supply, Inc.**

11849 West Executive Drive  
Boise, ID 83607  
P (208) 321-8089  
F (208) 321-8090  
www.advancedhardwaresupply.com

**Aetna Plywood, Inc.**

1401 St. Charles Road  
Maywood, IL 60153  
P (708) 343-1515  
F (708) 343-1616  
www.aetnaplywood.com

**Allegheny Plywood**

3433 Smallman Road  
Pittsburgh, PA 15201  
P (412) 621-6804  
www.alleghenyplywood.com

**Alpine Plywood Corporation**

12210 W. Silver Spring Rd.  
Milwaukee, WI 53225  
P (414) 438-8400  
F (414) 438-8401  
www.alpineplywood.com

**Alpine Sales Inc.**

9650 Millfield Rd.  
Columbia, SC 29223  
P (803) 788-9160  
F (803) 788-9162  
www.alpinesalesinc.com

**Amerhart Ltd.**

PO Box 10097  
2455 Century Rd.  
Green Bay, WI 54303  
P (920) 494-4744  
F (920) 494-0388  
www.amerhart.com

**Arthur Distributor Company**

364 N. CR 270 E  
Arcola, IL 61910  
P (217) 543-2166  
F (217) 543-2167

**Atlantic Plywood Corp.**

8 Roessler Rd.  
Woburn, MA 01801  
P (781) 933-1932  
F (781) 933-3654  
www.atlanticplywood.com

**Bennett Supply Co.**

300 Business Center Dr.  
Cheswick, PA 15024-1071  
P (888) 236-6388  
F (724) 274-5528  
www.bennettsupply.com

**Bond Plywood, Inc.**

988 E. Saratoga  
Ferndale, MI 48220  
P (248) 548-3150  
F (248) 548-0265  
www.bondply.com

**Building Materials Distributors**

225 Elm St.  
Galt, CA 95632  
P (209) 745-3001  
F (800) 435-4018  
www.bmdusa.com

**C.H. Briggs Company**

PO Box 15188  
2047 Kutztown Rd.  
Reading, PA 19605  
P (610) 929-6969  
F (610) 790-1105  
www.chbriggs.com

**Cabinetparts.com**

1301 West Copans Road, Ste. G-6  
Pompano Beach, FL 33064  
P (954) 428-3800  
F (954) 428-5167  
www.cabinetparts.com

**California Panel & Veneer**

14055 Artesia Blvd  
Cerritos, CA 90703  
P (562) 926-5834  
F (562) 404-2806  
www.calpanel.com

**Central Florida Cabinet Supply**

2617 Pemberton Dr.  
Apopka, FL 32703  
P (407) 292-3644  
F (407) 292-3799  
www.flcabnts.com

**Central Wholesale Supply Corporation**

1532 Ingleside Road  
Norfolk, VA 23502  
P (757) 855-3131  
F (757) 855-4140  
www.central-wholesale.com

**Charles McMurray Co.**

2520 N. Argyle  
Fresno, CA 93727  
P (559) 292-5751  
F (559) 292-6147  
www.charlesmcmurray.com

**Compi Distributors, Inc.**

2855 Haag Rd.  
Arnold, MO 63010  
P (636) 296-1111  
F (636) 296-1411  
www.compidualistributors.com

**Connecticut Plywood Corp.**

PO Box 330236  
W. Hartford Ind'l Pk/9 Andover  
West Hartford, CT 06133-0236  
P (860)953-0060  
F (860)953-0599  
www.connply.com

**CPS Garten Corporation**

20492 Crescent Bay Drive #110  
Lake Forest, CA 92630  
P (949) 455-1600  
www.cpsgarten.com

**Dakota Premium Hardwoods, LLC**

6805- C Imperial Drive  
Waco, TX 76712  
P (254) 772-9663  
F (254) 772-9664  
www.dakotahardwoods.com

**Darant Distributing Corp.**

1832 E. 68th Ave.  
Denver, CO 80229  
P (303) 289-2220  
F (303) 289-2225  
www.darant.com

**Diamond Hill Plywood Co.**

1455 Ebenezer Road  
Darlington, SC 29532  
P (843) 393-2803  
F (843) 393-1245  
www.diamondhillplywood.com

**Distributor Service, Inc.**

1 Dorrington Rd.  
Carnegie, PA 15106  
P (412) 279-7824  
F (412) 279-8454  
www.distributor-service.com

**Dixie Plywood & Lumber Company**

204 West Lathrop Avenue  
Savannah, GA 31402  
P (912) 447-7000  
F (912) 447-7039  
www.dixieply.com

**E.B. Bradley Co. / West Coast Laminating**

PO Box 58548  
5080 S. Alameda St.  
Los Angeles, CA 90058  
P (323) 585-9201 Ext. 3106  
F (323) 585-5414  
www.ebbradley.com

**E. Roko Distributors**

3150 Lake City Way  
Burnaby, BC V5A 3A4  
P (604) 420-9599  
F (604) 420-8914  
www.eroko.com

**Fessenden Hall**

1050 Sherman Avenue  
Pennsauken, NJ 08110  
P (800) 220-2233  
www.fessendenhall.com

**Finish Systems**

2691 South Calhoun Road  
New Berlin, WI 53151  
P (262) 784-5977  
F (262) 784-5974  
www.finishsystems.com

**Formations Inc.**

12220-142 Street  
Edmonton, AB T5L 2G9 Canada  
P (780) 893-7540  
www.formations-inc.com

**Goodfellow, Inc.**

225 Goodfellow St.  
Delson, QC J5B 1V5  
P (450) 635-6511  
www.goodfellowusa.com

**Guardian Building Products**

979 Batesville Road  
Greer, SC 29651  
P (864) 281-3389  
www.guardianbp.com

**Hardwoods, Incorporated of Atlanta**

5400 Riverview Rd.  
Mableton, GA 30126  
P (404) 792-0910  
F (404) 799-2079  
www.hardwoodweb.com

**Holdahl Co. Inc.**

1925 Annapolis Ln.  
Plymouth, MN 55441  
P (612) 333-7111  
F (612) 550-9966  
www.holdahlcompany.com

**Industrial Plywood, Inc.**

550 South Fifth Street  
Reading, PA 19602  
P (610) 376-3343  
F (610) 376-2256  
www.industrialplywood.com

**Intermountain Wood Products**

PO Box 65970  
Salt Lake City, UT 84165  
P (801) 486-5414  
F (801) 466-0428  
www.intermountainwood.com

**Lensing Building Specialties**

PO Box 965  
600 N. 6th Ave.  
Evansville, IN 47710  
P (812) 423-6891  
F (812) 421-3788  
www.lensingonline.com

**The L.E. Smith Company**

1030 East Wilson Street  
Bryan, OH 43506  
P (567) 239-2494  
www.lesmith.com

**Lumbermen's, Inc.**

4433 Stafford SW  
Grand Rapids, MI 49548  
P (616) 538-5180  
F (616) 261-3223  
www.lumbermens-inc.com

**Lumberyard Supply, Co.**

5060 Manchester Ave.  
St. Louis, MO 63110  
(314) 533-7557  
(314) 533-5730  
www.lumberyardsupply.com



**Mac Murray Pacific**  
568 7th St.  
San Francisco, CA 94103  
P (415) 552-5500  
F (415) 552-5840  
www.macmurraypacific.com

**McFadden's Hardwood & Hardware Inc.**  
2164 Buckingham Road  
Oakville, ON L6H 6M7 Canada  
P (416) 674-3333  
F (905) 855-8822  
www.mcfaddens.com

**McKillican International, Inc.**  
16420 - 118 Ave.  
Edmonton, AB T5V 1C8 Canada  
P (780) 453-3841  
F (780) 481-6904  
www.mckillican.com

**Metro Hardwoods**  
9540 83rd Ave. N.  
Maple Grove, MN 55369  
P (763) 391-6731  
F (763) 391-6741  
www.metrohardwoods.com

**MJB Wood Group, Inc.**  
2201 Royal Lane, Ste 250  
Irving, TX 75063  
P (972) 401-0005  
F (972) 293-6283  
www.mjbwood.com

**Nashville Plywood**  
415 27th Avenue, North  
Nashville, TN 37209  
P (615) 320-7877  
www.nashvilleplywood.com

**National Nail Corp.**  
2964 Clydon SW  
Grand Rapids, MI 49519  
P (616) 261-2104  
F (616) 538-6566  
www.nationalnail.com

**OHARCO**  
PO Box 27427 / 8109 F Street  
Omaha, NE 68127  
P (800) 228-9460  
F (888) 808-5575  
www.oharco.com

**Ohio Valley Supply Company**  
3512 Spring Grove Avenue  
Cincinnati, OH 45223  
P (513) 681-8300  
F (513) 853-3307  
www.ovsco.com

**Parksite, Inc.**  
1109 Classic Road  
Apex, NC 27502  
P (919) 335-0000  
F (919) 387-1525  
www.parksite.com

**Phillips Plywood Co, Inc.**  
13599 Desmond Street  
Pacoima, CA 91331  
P (800) 649-6410  
F (818) 897-6571  
www.phillipsplywood.com

**Plunkett Distributing**  
1010 South Y Street  
Fort Smith, AR 72901  
P (479) 782-2190  
F (479) 782-0044  
www.plunkettdistributing.com

**Richelieu Hardware Ltd.**  
2617 Uwharrie Rd. / PO Box 400  
High Point, NC 27261 Canada  
P (336) 841-5100  
F (336) 887-8677  
www.richelieu.com

**Roberts Plywood**  
45 N. Industry Court  
Deer Park, NY 11729  
P (631) 586-7700  
www.robertsplywood.com

**Roddis Lumber & Veneer Co.**  
727 North Cherry  
San Antonio, TX 78295  
P (800) 292-5672  
F (210) 226-1591  
www.roddislumber.com

**Rugby Architectural Building Products**  
10 Ferry St, Suite 427A  
Concord, NH 03301  
P (603) 369-6004  
F (603) 369-6005  
www.rugbyapd.com

**Russell Plywood Inc.**  
401 Old Wyomissing Rd.  
Reading, PA 19611  
P (610) 374-3206  
F (610) 374-9138  
www.russellplywood.com

**Shelter Products Inc.**  
PO Box 174 / 810 North Front St.  
New Ulm, MN 56073  
P (507) 354-4176  
F (507) 354-6710  
www.shelterproducts.com

**The Wolf Organization**  
20 West Market St.  
York, PA 17401  
P (717) 852-4800  
www.wolforg.net

**Trade Supply Group**  
624 W. 52nd St. (btwn. 11th & 12th Ave.)  
New York, NY 10019  
P (212) 255-2522  
F (212) 255-4670  
www.manhattanlaminates.com

**U.S. Industrial Fasteners**  
2026 E. Cedar Street  
Tempe, AZ 85281  
P (480) 967-8702  
F (480) 967-1907  
www.usifaz.com

**Web-Don, Inc.**  
PO Box 26367  
Charlotte, NC 28221  
P (704) 375-0250  
F (704) 375-6655  
www.web-don.com

**Weston Premium Woods**  
25 Automatic Rd.  
Brampton, ON L6S 5N8  
P (905) 494-4339  
www.westonpremiumwoods.com

**White-Wood Dist. Ltd.**  
130 Plymouth Street  
Winnipeg, MB R2X 2Z1 Canada  
P (204) 982-9470  
F (204) 633-2557  
www.w-group.ca

**Wimsatt Building Materials**  
36340 Van Born Rd.  
Wayne, MI 48184-0609  
P (734)722-3460  
F (313) 278-1600  
www.wimsattdirect.com

**Wurth Baer Supply Co.**  
909 Forest Edge Dr.  
Vernon Hills, IL 60061  
P (847) 913-2237  
F (847) 913-9606  
www.baersupply.com

**Wurth Louis and Company**  
PO Box 2253 / 895 Columbia St.  
Brea, CA 92822  
P (714) 529-1771  
F (714) 990-6184  
www.louisandcompany.com

**Wurth Wood Group**  
PO Box 668005 / 4250 Golf Acres Dr.  
Charlotte, NC 28266-8005  
P (704) 887-7951  
F (704) 394-2141  
www.wurthwoodgroup.com

**SERVICE PROVIDERS**

**ALLVAN**  
5457 Murfreesboro Road  
LaVergne, TN 37086  
P (615) 459-2511  
F (615) 459-0289  
www.allvancorp.com

**Dancik International**  
2000 CentreGreen Way, Suite 250  
Cary, NC 27615  
P (919) 379-3735  
www.dancik.com

**DMSi Software**  
17002 Marcy Street, #200  
Omaha, NE 68118  
P (402) 330-6620  
F (402) 330-6737  
www.dmsi.com

**Federated Insurance**  
121 E. Park Square  
Owatonna, MN 55060  
P (800) 533-0472  
F (507) 446-4703  
www.federatedinsurance.com

**Infor**  
5555 Tech Center Dr.  
Colorado Springs, CO 80919  
P (719) 590-8940  
F (719) 528-1465  
www.infor.com

**Majure Data**  
12220 Birmingham Highway,  
Bldg. 20-A  
Milton, GA 30004  
P (770) 518-5429  
www.majuredata.com

**Mincron Software Systems**  
333 N Sam Houston Parkway East,  
Suite 1100  
Houston, TX 77060  
P (281) 999-7010  
www.mincron.com

**PLM Insurance**  
One Commerce Square  
2005 Market Street, Suite 1200  
Philadelphia, PA 19103  
P (800) 752-1895  
F (215) 625-9097  
www.plmins.com

**Profit2**  
9393 W. 110th St.  
Ste 500, 51 Corporate Woods  
Shawnee Mission, KS 66221  
P (913) 897-0159  
www.profit2.com

**Sales-i**  
1840 Oak Avenue, Suite 100  
Evanston, IL 60201  
P (630) 251-7480  
www.sales-i.com

**Tour de Force**  
PO Box 1262  
Findlay, OH 45839  
P (419) 425-4800  
www.tourdeforcecrm.com

**Unified Purchasing Group**  
901 W Baxter Dr  
South Jordan, UT 84095  
P (801) 784-8744  
www.upg.org

**NBMDA Headquarters**  
330 N Wabash, Ste. 2000  
Chicago, IL 60611  
P (312) 321 6845  
TOLL FREE (888) 747-7862  
F (312) 644-0310  
info@nbmda.org  
www.nbmda.org



North American Building Material Distribution Association

## North American Building Material Distribution Association Serves the Unique Needs of Wholesale Distributors

**NBMDA** ... An organization dedicated to supporting the leading wholesale distribution firms who serve the woodworking and kitchen and bath industries.

**NBMDA** members operate from 800+ distribution centers located throughout the United States and Canada.

**NBMDA** distributors primarily handle:

- **Board & Panel Products**
- **Decorative Surfaces**
- **Hardware**
- **Production Supplies**  
including Adhesives, Coatings & Finishes

**NBMDA** distributors support the unique needs of:

- **Cabinet & Case Goods Manufacturers**
- **Fabricators**
- **Kitchen & Bath Retailers**
- **Architects & Designers**

**NBMDA** provides distributors and their suppliers with:

- **Facilitated opportunities to strengthen their trading partner relationships**
- **Education and training across the spectrum of distribution management topics**
- **Insights into the leading trends and best practices that impact distributor productivity and profitability**