

# ITINERARY

## Monday, February 4th

8:00am-5:00pm (Room Conover 3, Convention Center)  
**Introduction to Building Material Sales**  
*(see additional registration form)*

## Tuesday, February 5th

8:00 am- 4:30pm (Room Conover 3, Convention Center)  
**Basic Blueprint Reading & Materials Take-Off Course**  
*(see additional registration form)*

9:00am-12:00pm (Board Room, Convention Center)  
**Executive Committee Meeting**

1:00pm-5:00pm (Room Conover 1, Convention Center)  
**Board Meeting**

5:00pm-6:00pm (Reception Show Floor)  
**Thank You! Board, Exhibitors & Past Chairmen**

5:30-11:00pm (Shuttle Bus) *Sponsored by Federated Insurance*  
**Continuous loop to Select Area Restaurants**

## Wednesday, February 6th

8:00am-4:30pm (Room Conover 3, Convention Center)  
**Basic Blueprint Reading Course continues...**

8:00am-9:30am (Room Conover 2, Convention Center)  
**The Best Lean Initiatives** *Sponsored by Pennsylvania Lumbermens Mutual Insurance*  
*This Powerful Panel will feature LBM leaders from across the US! Scott Morrison, Consultant and Industry professional in identifying and eliminating waste will lead the discussion. You will learn what changes these dealers made, steps you can take, results and proven savings.*

9:40am-10:40am (Room Conover 1, Convention Center)  
**Vendor/Dealer relationships in 2020, where are we headed?**  
*Sponsored by Pennsylvania Lumbermens Mutual Insurance*  
*What are Key Factors to Long Term Vendor Relationships and has Technology had an Impact?*  
*This dynamic panel of dealer/vendor partners, along with facilitator Craig Webb, will dive into the inner workings of partnerships that have stood the test of time, their selection process, key factors for each side, negotiation hot buttons and what the future holds.*

10:50am-12:00pm (Room Conover 2, Convention Center)  
**Corporate Culture and Retention; Where to Start and How To Grow?**  
*There has been considerable talk about creating a positive culture in the lumberyard.*  
*Dave Urso, Consultant and Facilitator has spoken to LBM national and regional associations about cultivating the culture and retaining the core team you want by your side.*

11:30am-1:00pm **Lunch** (Show Floor) *Sponsored by ECMD*

12:00pm-5:00pm **SHOW FLOOR OPEN!**

4:30pm-6:00pm Reception on Show Floor  
*Reception Headline Sponsor: ECI Spruce Software/ Contributing Sponsors: Rader and Averitt Express*  
**Join us as Vendors & Dealers share food, drink and great conversations!**  
**\$4,000 Grand Prize drawing at 5:00pm!! Must be present to win!**

5:30-11:00pm (Shuttle Bus) *Sponsored by Federated Insurance*  
**Continuous loop to Select Area Restaurants**

## Thursday, February 7th

7:30 am-9:00 am (Room Conover 1 & 2, Convention Center) *Sponsored by Federated Insurance*  
**Membership Meeting & Breakfast: KNOWLEDGE IS POWER!**  
*Robert Dietz, Chief Economist for NAHB, will share a snapshot of what our industry will face in 2019. What are the rising risks for 2019? What heights will our market reach and what lows could we face? Be prepared for it all. Updates provided from BMSA and Federated Insurance*

8:00 am- 4:30pm (Room Conover 3, Convention Center)  
**Advanced Estimating & Materials Take-Off Course**  
*(see additional registration form)*

9:00am-12:00pm **SHOW FLOOR OPEN!**  
**\$4,000 Grand Prize drawing at 12:00 noon!! Must be present to win!**

12:00pm- **Post Expo Lunch & Learns** *Lunch sponsored by Simpson Strong-Tie*  
(Sessions begin at 12:45pm; classes run concurrently)  
*class descriptions on additional sheet*

- HR Pressing Issues - (2-hour session)
- Spruce Users Group - (2-hour session)
- Purchasing Manager #1 Roundtable
- Simpson Strong-Tie Estimating/ Take Off Software - (1-hour session)
- Employee Conflict Management - (1.5-hour session)
- OSHA Top 10 Safety Violations - (2-hour session)

# SPEAKERS



Scott Morrison is the President/Owner of Scott Morrison Consulting, LLC, which works with LBM dealers (many with accompanying manufacturing facilities) across the US to teach them how to identify and systematically reduce and eliminate waste in their processes. He has Bachelor and Master of Science degrees in Industrial Engineering from the University of Illinois, plus over thirty years of experience in the fields of Quality, Engineering, and Operations. Excellent communication skills combined with both shop floor and senior management experience allow Scott to easily relate to everyone in your organization.



Craig Webb is president of Webb Analytics and one of the nation's leading experts on building material dealers and distributors. He spent 12 years as editor-in-chief of *ProSales*, the nation's most honored publication for building material dealers, as well as five years as editor-in-chief of *Remodeling* magazine.

Webb Analytics builds on Craig's lifelong career in the news and information businesses. He has worked for The Wall Street Journal, McGraw-Hill, United Press International and a variety of magazines, newsletters and newspapers in the U.S. and Europe. He has traveled to 49 states and several foreign countries visiting dealers, builders and remodelers. That legwork is the foundation of the research, data reports speeches, and consulting that Webb Analytics has provided since its founding in September 2018.



Dave Urso has been teaching seminars and developing leaders for almost 18 years. In that time, he's developed an approach that sets him apart. His naturally energetic and interactive style carries over into his sessions and makes listening to him a pleasure. His mission is to serve as a catalyst of change by engaging others in inspired leadership. His vision is to set the bar for high-quality leadership development and mentorship. Dave Urso was born and raised near Philadelphia, Pennsylvania. He lived in Philadelphia until leaving to attend college at James Madison University in Harrisonburg, Virginia. Dave received a Bachelor's in Conflict Resolution and a Master's in Educational Psychology from JMU. After graduate school, Dave spent 8 years working at Lord Fairfax Community College in Virginia. While working at LFCC, Dave completed a Ph.D. in Educational Leadership from Colorado State University. Currently, Dave works as the Dean of Academic Affairs at Blue Ridge Community College in Weyers Cave, Virginia.



Robert Dietz, Ph.D., is Chief Economist for NAHB, where his responsibilities include housing market analysis, forecasting and industry surveys, and housing policy research. Prior to joining NAHB in 2005, Robert worked as an economist for the Congressional Joint Committee on Taxation. He has testified before Congress on housing, economic and tax issues. He is an expert on home construction analysis and trends and has been cited and appeared on CNBC, the Wall Street Journal, and other news media. Robert is a native of Dayton, Ohio and earned a Ph.D. in Economics from the Ohio State University in 2003.