

# Convention Highlights

## FBMA Tom Stead Classic

Wednesday, August 22

7:30 a.m. Registration/8:30 a.m. Shotgun Start

FBMA hosts the Tom Stead Classic in memory of dedicated FBMA member, friend and building industry professional, Tom Stead. A passionate golfer who was known for his straw hat, Tom's memory is kept alive with this special tournament that is enjoyed by all who attend.



This year's tournament will take place at Orange County National in Orlando, Florida. Guests can enjoy playing on Panther Lake and Crooked Cat golf courses, two of the best courses in Florida. Orange County National offers pure golf, the way it was meant to be played, in peace and tranquility with nothing to distract your game except the rugged natural beauty of your surroundings. **Space is limited. To ensure a spot in the tournament, you should register early as registrations will be on a first come, first serve basis.**

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## Kick-off Reception - A Great Networking Opportunity!

Wednesday, August 22

5:00 p.m. to 7:00 p.m.

An FBMA tradition, the Kick-Off Reception is the "after golf and pre-dinner" gathering spot. It's where the accomplishments on the golf course are recounted; where you look to find customers, suppliers and friends and where people meet and make dinner plans. Have a cold drink, complimentary snacks and enjoy the music of live entertainment!



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# 2018 Main Event - FBMA's Convention and Gulf Atlantic Building Products Expo



## Rosen Shingle Creek Resort and Convention Center

Wednesday, August 22 - 24, 2018

Florida Building Material Association

P.O. Box 65, Mt. Dora, FL 32756

Ph: 352/383-0366; Fax: 352/383-8756; Email: Betty@FBMA.org

## Rosen Shingle Creek Resort and Convention Center - 9939 Universal Blvd., Orlando, FL 32819

When you combine the exquisite peacefulness of a natural Florida setting with the luxury of the finest amenities, you have a hotel that exceeds the appetite of every traveler for business and leisure alike. Nested along historic Shingle Creek, Headwaters of the Florida Everglades, Rosen Shingle Creek's sheer beauty creates a setting that is so tranquil, it is hard to imagine civilization is nearby. Nature trails, inviting swimming pools, spa, championship golf, tennis, sand volley, fishing and tropical foliage offering a serene environment, perfect for relaxation.

FBMA has negotiated a special rate of \$159 per night, taxes and gratuities not included. To receive your discounted rate, visit [www.fbma.org](http://www.fbma.org) or call 866.996.6338. To assure room availability, reservations must be made by July 30, 2018.

**Visit [www.fbma.org](http://www.fbma.org) for up-to-date information!**

# Convention Highlights

## Kickoff Breakfast - With Legendary Football Coach, Steve Spurrier Thursday, August 23 - 7:30 a.m. to 9:30 a.m.

**Steve Spurrier**, who has coached over 400 games, a national championship team, won seven conference titles, garnered nine conference Coach of the Year awards, and won over 72 percent of the college games in which he has coached, spent 11 seasons as head coach at the University of South Carolina. Coach Spurrier has compiled a 226-85-2 (.725) won-loss record in 25 seasons as a major college head coach, including an 84-45 mark (.651) at Carolina. He became the 71st collegiate coach (all divisions) and the 22nd in Division I to record 200 career victories when he defeated UAB on Sept. 15, 2012 and logged his 250th all-time coaching win (including his stints in the pros) against Georgia in 2012.

He surpassed Rex Enright's school record for wins when he logged number 65 at Clemson in the 2012 season finale. In doing so, he joined the great Bear Bryant as the only coaches to boast the most coaching victories at two different SEC schools. He led Duke to the 1989 Atlantic Coast Conference championship before returning to his alma mater, the University of Florida, as head coach in 1990. During his 12 seasons with the Gators, Spurrier's teams won six Southeastern Conference championships, one national title and finished ranked in the nation's top 10 nine times. Spurrier, who won the 1966 Heisman Trophy as a quarterback for the Gators, was also head coach of the NFL's Washington Redskins. He returned to the college ranks in 2005 after a one-year absence from the sidelines.

In his first season at South Carolina, Coach Spurrier led the Gamecocks to a 7-5 record and a second-place finish in the SEC Eastern Division. In doing so, he posted a five-game winning streak, the 15th-consecutive year in which he has had a five-game winning streak, something no other coach in college history has accomplished. He was honored as the SEC Coach of the Year by the Associated Press after leading the Gamecocks to a school-record five straight SEC wins, their first win ever at Tennessee and their first win over Florida since the 1930s.

He became the fourth coach to record 100 or more wins as an SEC coach against SEC competition (he also has three wins against SEC teams while coaching at Duke). Only Paul "Bear" Bryant (159) has won more SEC conference games than Coach Spurrier's 131. Spurrier passed John Vaught (106) and Vince Dooley (105) during the 2010 campaign. In July 2016, *Spurrier returned to the University of Florida as an ambassador and consultant to the athletic department. In September 2016, UF officially changed the name of the Gators' home field to Steve Spurrier-Florida Field at Ben Hill Griffin Stadium.*



### Sponsored By:



## Sales Expertise Breakfast--Have a Bloody Mary on Us!

*"Innovation Sales and Marketing Forum--If You Ain't First, You're Last!"*

Don't miss this event! "Learn" first-hand from the experts, both dealers and associates, why they are at the top of their craft. This innovation sales and marketing forum begins at 8:30 a.m. with Bloody Marys followed by a plated breakfast.

Discussion Topics Are:

- How Important is Credibility and Trust?
- Don't Make the Big Mistake
- Price is Not the Game Changer
- You're Paid to Like Your Customer
- How to Become More Than Just Another Sales Reps

The forum will be moderated by Dan Driggers. Dan has over 45 years of sales experience. Before retiring, Dan was with Huttig Building Products for 20 years, the last 12 years as Florida/Georgia Sales Manager. The panel will consist of Lance Hill, Sales Manager, Manning Building Supplies; Al Bavry, CEO, Kimal Lumber Co.; Carman Mill; Sales Territory OSR for RoMac Lumber; Ed Baker, Florida Sales Manager, Weyerhaeuser; and Millicent Davis, Sales for Huttig Building Products.



Moderated by Dan Driggers

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## Hall of Fame Luncheon

Thursday, August 23 11:30 a.m. to 1:00 p.m.

The Hall of Fame Luncheon allows everyone to see old friends and people from our industry. Please join us as we welcome our new honorees, Kirby Manning, Manning Building Supplies, and Dionel Cotanda, Robbins Manufacturing, and recognize our prestigious list of alumni that we have honored over the years. We encourage audience participation. We pass the microphone around the room and friends have a chance to tell the audience something about one of our honorees, a personal story, how they met or how that person has impacted their life since knowing them. This proves to be great fun and everyone enjoys the comments.



Kirby Manning



Dionel Cotanda

### Sponsored By:



## Executive Industry Panel Discussion

*"Hiring, Training and Retaining Employees of the Future"*

Thursday, August 23 9:45 a.m. to 11:30 a.m.

This yearly event has become equal in popularity to our Kick-Off Breakfast. "Standing Room Only" is the best way to describe the attendance of this popular event. Our panelists consist of Mark Callender, VP/COO Great Southern Wood; Russ Hallenbeck, CEO Tibbetts Lumber; Mitch Lewis, President/CEO BlueLinX; Tony Misura, President Misura Group and Jacqueline Schaffer Shaw, VP/General Counsel Schaffer Assoc. *This panel will discuss the past as well as future demands of the market as they relate to growth and then explore ideas on how to create employees of the future.*



Moderated by Don Magruder, CEO, Ro-Mac Lumber & Supply, ProSales Columnist

### Sponsored By:



## Hospitality Row - "College Tailgating"

Thursday, August 23 5:00 p.m. to 7:30 p.m.

Come join us for a night of fun as you listen to a country band, try your hand at cornhole or try tossing the football through the target -- dine on delicious food and enjoy a host bar. Wear jeans and your favorite football jersey. *Random drawings for \$200 will be given out every 20 minutes.*

Admission to Hospitality Row is by invitation from one of the sponsors below; however, ALL Retail Dealers are invited.



## The Gulf Atlantic Building Products Expo "Best Industry Trade Show in the South East"

Register now and be a part of the largest event of it's kind. Fantastic venue, more exhibitors, more attendees, jamb-packed schedule, new products, show specials, see old friends, network building, keep up with your competition.....just several reasons to make plans to attend the Gulf Atlantic Building Products Expo and FBMA Main Event. A special "Thank You" to our exhibitors and sponsors. Their participation and financial contributions are what make our convention and trade show possible!



Greg Bell  
FBMA Convention Chairman

## 2018 Exhibitors (As of June 22, 2018)

- |                                    |                                |
|------------------------------------|--------------------------------|
| All Points Screw, Bolt & Specialty | Dex Imaging                    |
| Allied Building Stores, Inc.       | Dixieply                       |
| Allura USA                         | DMSi                           |
| Alpine/ITW                         | Dyke Industries                |
| American Fidelity Assurance Co.    | ECi Software                   |
| Berg Wholesale                     | Fastening Specialists          |
| BlueLinX Corporation               | Florida Made Door              |
| BlueTarp Financial                 | Full House                     |
| Boise Cascade                      | Georgia Pacific Corporation    |
| Boral Light Building Product       | Global Fireproof Solutions     |
| Builders Hardware, Inc.            | Great Southern Wood of Florida |
| Cedar Creek                        | Green Forest Industries        |
| Center-Line Trailers               | Hampton Products International |
| Central Florida Plywood            | Hiab USA                       |
| Coastal Forest Resources Co.       | Hood Industries                |
| Creative Stair Parts               | Huber Engineered Wood          |
| Crown Heritage                     | Huttig Building Products       |
| DAP Products                       | Huttig Grip                    |

### Sponsored By:



### 2017 Best of Show Booth Winners



Weyerhaeuser - Multiple Booths



Morris - Single Booth

- James Hardie Building Products
- Klausner
- Langdale Company
- Logan Lumber
- Masonite Corporation
- Metrie
- Millwork Sales
- MiTek/USP
- Morris Marketing
- Nationwide Payment Solutions
- Norbord Industries
- Parksite
- PGT, Inc.
- PLM Insurance
- PrimeSource Building Products
- Quikrete Companies
- Red Horse USA
- Robbins Manufacturing

- Robbins Wood Preserving/UFPA
- Roseburg
- Sakrete of North America
- Sales and Marketing
- Schlage Locks
- Simpson Strong-Tie Company
- Steves & Sons
- Strybuc Industries
- Sunbelt Forest Products
- The Empire Company
- Timberland Door
- U. S. Lumber
- Universal Forest Products/Aljoma
- West Frazier
- Weyerhaeuser
- Woodford Plywood
- Woodgrain Distribution