

NLBMDA and Home Channel News present...



The Only Top-To-Top Industry Conference for Lumber Dealers

Sponsored by:



OCTOBER 1-3, 2008
WESTFIELDS MARRIOTT, CHANTILLY, VA

FEATURED SPEAKERS:



Newt Gingrich
Former Speaker
of the House



Ivy Zelman
CEO, Zelman & Associates;
Former Credit Suisse
Housing Industry Analyst



Jerry Howard,
Executive VP & CEO,
National Association of
Home Builders

SPECIAL EVENTS:

ProDealer of the Year Awards Dinner and Reception
ProDealer Industry Summit Golf Tournament to Benefit City of Hope

WHO SHOULD ATTEND:

Senior Level Executives in the LBM Industry Including:
Dealers | Wholesalers | Home Builders | Distributors

Advisory Board

Jeff Arlen, Publisher, **Home Channel News**

Marv Askey, Sales Manager, **Boise Engineered Wood**

Harold Baalman, Chairman, **NLBMDA**;
President, **B&B Lumber**

Tony Callahan, Senior VP, National Purchasing,
Planning & Design, **Beazer Homes**

Brae Canlen, Senior Editor, **Home Channel News**

Ken Clark, Editor in Chief, **Home Channel News**

Rich Cortese, President, **TW Perry**

Jeff Donley, SVP, COO and CFO, **Carter Lumber**

James Drexinger, VP, Marketing, **Stock Building Supply**

Daniel Fesler, CEO, **Lampert Yards**

Chris Friede, Segment Marketing Manager,
Activant Solutions

Grady Gennings, VP, Corporate Accounts, **Orgill, Inc.**

Carlos Guilherme, VP of Sales, **Weyerhaeuser iLevel**

Paul Hylbert, CEO, **ProBuild**

Michael O'Brien, President, **NLBMDA**

Quent Ondricek, VP, Purchasing Lumber and
Building Materials, **Do It Best Corp.**

Andrew Pantelides, National LBM Product Manager,
Home Hardware Stores Limited

Ben Phillips, EVP of Corporate Relations, **ProBuild**

Shawn Pjesky, Purchasing Manager,
Kensington Homes

Jim Reynolds, Managing Director, **ProDealer Industry Summit**; National Sales Manager,
Home Channel News

Joel Russell, VP and COO, **Millard Lumber Inc.**

John Somerville, VP, Sales and Marketing,
DOW Chemical Co.

Dave Snyder, VP, National Sales and Marketing,
Builders FirstSource

Duffy Waters, National Account Manager,
Activant Solutions

Wayne Withers, Senior Vice President, **BMHC**

Dear Dealer,

When will the housing industry recovery begin, and what can you do to succeed during this economic downturn?

Join your peers from across the LBM community as **Home Channel News** and the **National Lumber and Building Materials Dealer Association** host three days of networking and education at the **2008 ProDealer Industry Summit**, October 1-3, 2008 in Chantilly, Va.

Now bigger and better, the 2008 ProDealer Industry Summit merges the leading industry conferences, **ProDealer Conference and NLBMDA Industry Summit**, to deliver the **only Top-To-Top Industry Conference for Lumber Dealers**.

Bridging more than 32 years of experience in the LBM industry, unrivaled content and valuable networking opportunities, we'll help you look forward to the future of the LBM industry while providing proven strategies on ways to help you through these challenging times.

The 2008 conference features educational sessions on critical issues and hot topics including: "Are You Ready for the Recovery?" "Energy Star: What's Next?", "The Supply Chain Revolution," and "Running a Tight Credit Operation." **Plus, don't miss our featured speakers: Former Speaker of the House Newt Gingrich** will kick-off festivities at our Welcome Reception, industry expert **Ivy Zelman** will share expert insights on the "Housing Industry Outlook," and **Jerry Howard of the National Association of Home Builders** will headline our Builder Luncheon!

Attendees can also register to join us for the **ProDealer Industry Summit Annual Golf Tournament to Benefit the City of Hope**, where you'll score the opportunity to network with peers and enjoy a day of friendly competition for a great cause.

Now more than ever, you can't afford to miss this opportunity to join fellow preeminent dealers, distributors, builders and suppliers from across the United States and abroad! To find out more, **please visit our website at www.ProDealer.com**.

See you in October!

Sincerely,



Jeff Arlen
Publisher
Home Channel News




Michael O'Brien
President
NLBMDA

Wednesday, October 1

8:00am – 5:00pm

PDIS Conference Registration

Sponsored by: 

4:00pm – 6:00pm

NLBMDA Board of Directors Meeting

(Open to all attendees and sponsors)

6:00pm – 7:00pm

KEYNOTE SPEAKER

Newt Gingrich, Former Speaker of the House



Newt Gingrich was elected to Congress in 1978 where he served the Sixth District of Georgia for 20 years. In 1995, he was elected Speaker of the U.S. House of Representatives where he served until 1999. He is well known as the architect of the “Contract with America” and for his contributions to welfare reform, the first balanced budget in a generation and the first tax cut in 16 years. In his post-Speaker role, Gingrich has become one of the most highly sought-after public speakers, accepting invitations to speak before some of the most prestigious organizations in the world.

7:00pm – 8:00pm

PDIS Welcome Reception ▶ Exhibit Hall

Silent auction to benefit the Innocent Sellers Fairness Act Fund (ISFA Fund)

Sponsored by: 

8:00pm – 9:30pm

NLBMDA New Officers Ceremony Dinner


(Open to all attendees and sponsors)

Sponsored by:  and 

9:30pm – 10:30pm

PDIS Dessert Reception ▶ Exhibit Hall

Silent auction to Benefit the Innocent Sellers Fairness Act Fund (ISFA Fund)


Sponsored by: 

Thursday, October 2

6:30am – 1:00pm

PDIS Golf Tournament




Sponsored by: 

- ▶ 6:30am — Depart for Golf Course
- ▶ 7:00am — Continental Breakfast
- ▶ 7:30am — Shotgun Start

8:00am – 5:00pm

PDIS Conference Registration

Sponsored by: 

9:00am – 12:00pm

PDIS Spouse & Guest Program Event

1:00pm – 3:00pm

PDIS Golf Tournament Awards Luncheon

3:00pm – 5:30pm

Open Networking ▶ Exhibit Hall

5:30pm – 6:30pm


ProDealer of the Year Awards Reception

Sponsored by: 

6:30pm – 8:30pm

ProDealer of the Year Awards Dinner



Sponsored by: 

Award Categories Presented Include:

- Independent ProDealer of the Year
- Multi-unit ProDealer of the Year
- Supplier of the Year

8:30pm – 10:00pm

Hospitality Suite/Entertainment

Friday, October 3

7:00am – 5:00pm

PDIS Conference Registration

Sponsored by: 

8:00am – 9:00am

Continental Breakfast

9:00am – 10:00am

SESSION ONE: Housing Industry Outlook

Ivy Zelman, CEO, Zelman & Associates



Hear insights from Ivy Zelman on the future state of the housing industry.

Ivy Zelman, CEO of Zelman & Associates, is one of the home-building industry's most widely recognized analysts, having worked in equity research for Credit Suisse Group and Salomon Brothers before establishing her housing research boutique.

10:00am - 12:00pm

PDIS Spouse & Guest Program Event

10:00am – 11:00am

SESSION TWO: Are You Ready For The Recovery?

Leading economists and analysts continue the discussion on home-building trends, non-residential construction, builder consolidation, commodity pricing, and preparing for the turnaround from a financial and operations perspective.

Moderated by: Ivy Zelman, CEO, Zelman & Associates

Panelists: Joshua Rosenbaum, Executive Director, Building Products, UBS Securities

Paul Jannke, VP, Industry Analysis & Forecast, RISI

11:00am – 11:15am

Coffee/Networking Break ▶ Exhibit Hall

Sponsored by: 

11:15am – 12:30pm

SESSION THREE: Energy Star: What's Next?

Sam Rashkin, National Director for Energy Star Homes Program

This session will address why the rules of home building have changed, and how builders and their suppliers can ramp up their product offerings to address this new paradigm shift. This will include what products meet current and forthcoming requirements for ENERGY STAR Qualified Homes, EPA's Indoor Air Plus label, and a look to the future with a new demonstration program called Advanced New Home Construction.


12:30pm – 1:30pm

KEYNOTE BUILDER LUNCHEON:

Jerry Howard, Executive VP & CEO, National Association of Home Builders



Jerry Howard, Executive VP and CEO of the National Association of Home Builders has more than 20 years of association experience and a lifetime in the housing industry.

Sponsored by: 

1:30pm – 2:30pm

SESSION FOUR: The Supply Chain Revolution

Home builders are taking a hard look at their construction methods, plans, and materials right now in order to reduce costs. Skus must be rationalized, suppliers have to prove their worth. This session will look at how the housing downturn has changed the way builders and suppliers interact – and what kind of relationships the future may hold for these trading partners.

Tony Callahan, Senior VP, National Purchasing, Planning & Design, Beazer Homes

Ed Hudson, Director, Market Research Division, NAHB Research Center

Paul Hylbert, CEO, ProBuild

William Whiddon, Partner, Building Technology Inc.

2:30pm – 3:30pm

SESSION FIVE: Running A Tight Credit Operation

Diana Perenza, VP & Credit Manager, Florence Building Materials



Best practices in tough times: A discussion of strategies to improve your accounts receivable, when to extend or cut off credit, and how to double check a credit report and evaluate a new client. The session will address issues that affect businesses of all sizes, from single lumberyards to multi-state chains.

3:30pm

CLOSE OF CONFERENCE

PDIS Spouse & Guest Program

The ProDealer Industry Summit Spouse and Guest Program includes all conference meals and networking activities. Spouses and guests are encouraged to mingle with fellow guests as they enjoy sight seeing and activities during scheduled conference hours.

WESTFIELDS MARRIOTT® WASHINGTON DULLES



14750 Conference Center Drive
Chantilly, Virginia 20151
Phone: (703) 818-0300
Toll-free: (800) 635-5666

The 2008 ProDealer Industry Summit will be held at the Westfields Marriott Washington Dulles. This state-of-the-art hotel offers exceptional service and a vast array of resort activities. Nestled in Chantilly, Va., the Westfields Marriott is conveniently located just 7 miles from Washington Dulles International Airport; within 10 miles of the National Air and Space Museum, Virginia Wineries and the Wolf Trap Center for Performing Arts; and only 30 minutes from downtown Washington, D.C.

To Secure Hotel Accommodations at Westfields Marriott Resort, Chantilly, Va., please call (703) 818-0300 and mention that you are a ProDealer Industry Summit delegate to receive the **special room rate of \$219 per night**. This special rate is a limited offer and is **only available until Sept. 12, 2008**.

Register Now at www.ProDealer.com

or Complete the Form Below

Name _____
Job Title _____
Job Function _____
Company _____
Billing Address _____
City _____ ST _____ Zip _____
Phone _____
Fax _____
Email _____

Conference Registration Fees

I am a dealer, home builder, wholesaler or distributor-only attendee*

On or Before August 15

Single \$299 3 or more \$199 each**

After August 15

Single \$349 3 or more \$199 each**

My spouse will attend the Spouse Program***
for an additional _____ \$199 **On or Before August 15**
_____ \$249 **After August 15**

Spouse Name _____

Total Attendees _____

ProDealer Industry Summit Golf Tournament

Thursday, October 2, 2008 ▶ 7:30am Shotgun Start

- I would like to participate in the Golf Tournament
_____ @ \$200 each
- I need to rent clubs for an additional
_____ @ \$40 (plus tax)
- I am left handed
- Golf handicap is: _____

Please note that soft spikes are required for participation. Above price includes greens-fees, shared cart, range balls and tournament services.

Payment

Please charge my: Visa® MasterCard®
 American Express® Discover®

Card Number _____

Expiration Date _____

Signature _____

Please Fax Form to Andrea Breaux at (502) 574-9965

FAX: (502) 574-9965
CALL: (502) 574-9952
E-MAIL: abreaux@hqtrs.com

MAIL: ProDealer Industry Summit
C/o Home Channel News
425 Park Avenue
New York, NY 10022
Attn: Andrea Breaux

* Vendors and Manufacturers cannot attend the conference or conference activities without becoming a sponsor or exhibitor.
**All Group Registrations must be made at the same time and each must have their own individual registration form.
***Spouse program includes all social events and spouse program activities.

FEES: Conference registration fees include all conference materials as well as breakfasts, lunches, networking receptions, refreshment breaks and dinners. Payment must be received by Sept. 11, 2008, or on-site payment will be required. Golf Tournament activities require a separate registration and registration fee.

ACCOMMODATIONS: Hotel and airfare are NOT included; it is the responsibility of the attendee to secure these accommodations.

CANCELLATIONS: Cancellations must be received in writing by Aug. 15, 2008, for a refund less \$150 administrative fee. After Aug. 15, 2008 there will be NO refunds. Substitutions MUST be in writing and may be made until Sept. 10, 2008.

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Register Today!
Early Bird Ends Aug. 15

OCTOBER 1-3, 2008
WESTFIELDS MARRIOTT, CHANTILLY, VA

ProDealer Industry Summit
C/o Home Channel News
425 Park Avenue
New York, NY 10022

- **BUILD** Relationships with LBM Industry Peers from Across the Country
- **SCORE** Top-Level Networking at our ProDealer Industry Summit Golf Tournament and Social Activities
- **GROW** Your Knowledge with Unrivaled Educational Content
- **LEARN** About the Latest LBM Products and Services in the Exhibit Hall

Register Online at www.ProDealer.com



Ivy Zelman
Get Industry Insights
from Housing Analyst and
Keynote Speaker



Newt Gingrich
Hear From
Former Speaker of the House

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