

A Look Into the Future



Monday, February 1

8:00 AM – 5:00 PM Introduction to
Building Material Sales
Casey Voorhees, WBMA President

Tuesday, February 2

8:00 AM – 4:30 PM 2-Day Basic Blueprint Reading & Material Take-Off Course
Casey Voorhees, WBMA President

9:00 AM – Noon Executive Committee Meeting

1:00 PM – 5:00 PM Board Meeting

5:00 PM – 6:00 PM **Thank You Reception** for Board, Exhibitors and Past Presidents!

5:30 PM – 10:00 PM Team Bus Making Continuous Rounds of Special Area Restaurants **Sponsored by Federated Insurance**

Wednesday, February 3

8:00 AM – 4:30 PM 2-Day Basic Blueprint Reading & Material Take-Off Course continues...

8:30 AM – 9:30 AM **Strategy: Lowering Delivery Expenses**
Panelists from: Safrit's, The Lester Group, Lamberth Building Materials and TW Perry

9:35 AM – 10:35 AM **Position: Cyber & White Collar Crimes Affecting You and Your Business**
Stacia Hylton, Former Director of Marshals Service Sponsored by PLM/ILM

10:45 AM – 12:00 PM **Growth: How to Calculate the Value of Service in Hard Dollars & Cents**
Greg Brooks, Building Supply Channel, Inc. Sponsored by Weyerhaeuser

11:30 AM – 1:00 PM Lunch **Sponsored by ECMD**

12:00 PM – 5:00 PM **SHOW FLOOR IS OPEN! Coffee & Water Sponsored by Crumpler Plastic Pipe**

4:30 PM – 6:00 PM **Reception on Show Floor**
Join us as Vendors & Dealers Share Food, Drink and Great Conversations! Prize Drawing at 6! **Co-Sponsored by Smith Millwork**

6:00 PM – 10:00 PM Team Bus Making Continuous Rounds of Special Area Restaurants **Sponsored by Federated Insurance**

Thursday, February 4

7:30 AM – 9:00 AM **Membership Breakfast** with *Dr. Robert Dietz, Vice President for Tax and Market Analysis for NAHB* followed by **BMSA Membership Meeting Sponsored by Federated Insurance**

8:00 AM – 4:30 PM **Advanced Estimating & Material Take-Off**
Casey Voorhees, WBMA President

9:00 AM – 12:00 Noon **SHOW FLOOR OPEN!**
Special Dealer Grand Prize Drawing at 12 Noon!! Must be present to Win!

