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Press Contact:

Paul Dean, director of marketing

LBM Advantage, Inc.

555 Hudson Valley Avenue, Suite 200, New Windsor, N.Y. 12553

pdean@lbmadvantage.com

LBM Advantage 2018 Highlights

New Windsor, N.Y.

Last year, during their Annual Meeting and Trade Show event in Kissimmee, Fla., LBM Advantage celebrated its expanded membership after joining forces with IBSA. The celebration will continue next month in Orlando, Fla. with a “Blueprint for Success” theme, where record numbers are signing up to meet and create goals for a successful partnership in 2019. “Advantage is fulfilling its mission to provide a competitive advantage for our members by leveraging their collective power” notes Steve Sallah, president and CEO. “Since the IBSA merger, we’ve added over 90 locations and our momentum continues to build as we expand westward. We now have 1100 member locations in 36 states.”

In May of 2018 Advantage launched its NextGen initiative with resounding success as dealers from around the country met in Nashville, Tenn. to develop their business and leadership skills. The NextGen mission is to “provide value to the next generation owners and key leaders of our membership through education, networking and peer development”. Advantage members and suppliers have contributed considerable time and expertise as speakers and consultants to the program.

The three-way partnership of co-op, members and suppliers is driven by Advantage’s “culture of listening” that identifies the needs of all parties and provides optimized solutions. “It’s all about the leverage we and our partners can create together” says John Callahan, president of Riverhead Building Supply and Advantage’s chairman of the board.

LBM Advantage has announced its 2018 Building Products Vendors of the Year who will be recognized at Advantage’s Annual Convention in Orlando, Fla. in February. Vendors in four main building products categories are evaluated on a variety of criteria, including sales growth, gross margin improvement, customer support, and product quality. The winners for 2018 are:

COMMODITIES 2018 VENDOR OF THE YEAR:	GUARDIAN BUILDING PRODUCTS (New name: Cameron Ashley Building Products beginning February 1, 2019)
SPECIALTIES 2018 VENDOR OF THE YEAR:	ORGILL
MILLWORK 2018 VENDOR OF THE YEAR:	WOLF HOME PRODUCTS
KITCHEN & BATH 2018 VENDOR OF THE YEAR:	MASTERBRAND CABINETS

The support from Advantage’s members and suppliers, combined with dedicated sales and support staff, resulted in surpassing budgeted sales goals and member growth in 2018. Advantage is enjoying a strong start to 2019, and looks forward to an exciting, productive year.

LBM Advantage is a member-owned forest products and building materials cooperative comprised of the industry’s premier independent LBM retailers. Pursuing the mission of leveraging its members’ collective power, Advantage operates from four locations in New Windsor, N.Y., Grand Rapids, Mich., Smithfield, N.C., and Monroe, La., providing national programs with regional expertise.

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