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LBM Advantage Completes a Successful Meeting & Trade Show

Kissimmee, Fla.

“Better. Stronger. Together.” This LBM Advantage tagline continues to prove reality as the cooperative’s expanded membership, celebrating its 2017 inclusion of former IBSA members and staff, converged with key industry manufacturers and suppliers at the Gaylord Palms in Kissimmee, Fla.

With record member and vendor attendance, Advantage generated its highest amount of trade show sales, kicking off what is forecast to be a banner year. Members took advantage of many at-show only specials, co-op exclusive deals, earned plenty of cash spiffs, and had fun!

With a “Game On: What’s Your Next Move?” theme, members had several opportunities to learn and plan for the future of their individual businesses by networking with peers and participating in seminars that provided an assortment of ideas and information.

Members benefitted from a special owners series of seminars focusing on business succession and the mergers and acquisitions market. They even had the opportunity to make on-site appointments with the presenters for individual consultation. Other seminars presented by industry professionals covered topics on product innovations, the roofing industry, and logistics.

Continuing with Advantage’s show theme, keynote speaker Dr. Robert Dietz, chief economist from the National Association of Home Builders, addressed attendees on economic and housing expectations for 2018 and provided valuable industry detail.

Underscoring its mission to create a competitive advantage for its members, Advantage’s National Buying Power initiative provides even more ways for members to grow their companies and benefit from the cooperative. The newest item presented was a Travel Incentives program, giving members yet another way to enhance their successful business relationships.

At their annual meeting, Advantage shareholders examined details of the performance of their cooperative. Because of their strong participation and support of the cooperative throughout the year, they have achieved a return exceeding budgeted forecast.

Shareholders voted on candidates for the 2018 Board of Directors. Richard Herrington, of Ed Herrington Inc., Hillsdale, N.Y. and Chris O'Neill of Kellogg Supply Co., Manteo, N.C. were appointed to the Board on February 7, 2018. They were formally elected as directors during the meeting. Shareholders also re-elected directors Sam Collins, SW Collins Co., Caribou, Maine, David Moore, Wiley Bros. Inc., Schaghticoke, N.Y. and Bill Newman, Oxford Lumber, Oxford, Ala. for an additional term.

Vince Valentino, president of Cleveland Lumber Co., Cleveland, OH remarked, "The show was absolutely great this year! The addition of even more retailers made the vendors very happy."

"Advantage members are experiencing the value of being part of the fastest growing building material cooperative," said Steve Sallah, LBM Advantage's president and CEO. "Advantage staff works aggressively every day to earn their business, and provide each dealer the resources to profitably grow their company and remain independent in their market."

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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Dr. Robert Dietz, Chief Economist National Association of Home Builders