

ILMDA EXPO



February 6, 2020

**Par-A-Dice Hotel
East Peoria, Illinois**

Expo Sponsors and Exhibitors

Special Thanks to our Proud Sponsors in 2020

Federated Insurance Co.

Hutchison Lumber & Building Products

Quaker Windows & Doors

Tempco Products

Woolf Distributing

(as of 12/19/2019)

2020 EXPO Exhibitors

Absolute Distribution

Amerhart, Ltd.

BlueLinx Corporation

Boise Cascade BMD

Cameron Ashley Building Products

CertainTeed Corporation

Dealers Choice

East Side Lumberyard Supply Co., Inc.

ECi Software Solutions – Spruce

The Empire Company, Inc.

Federated Insurance Companies

Hixson Lumber Sales, Inc.

Huber Engineered Woods

Hutchison Lumber & Building
Products

Illinois Trucking Association

Krauter Auto-Stak

LBM Advantage, Inc.

Lumberman's Wholesale, Inc. (LWI)

Metal Sales Mfg. Corp.

Mid-Am Building Products

Parksite

Pekin Hardwood

Pennsylvania Lumbermens Mutual
Insurance Company

Pour It Again, Sam, Inc

PrimeSource Building Products

Quality Edge Building Products

River City Millwork

Rollex Corp.

Simpson Strong-Tie, Inc.

Snyder Insurance

Tempco Products

Truss/Slater & Pinnacle

Wall-Vern Products

Wausau Supply

Whiteman Borden LLC

Woolf Distributing Co., Inc.

(as of 12/19/2019)

Don't miss our very informative seminars, including information which is essential to the operation of your business. And please be sure to visit all the exhibitors' booths to see what's new with their companies.

Schedule At-A-Glance

Thursday, February 6, 2020

All activities will be held at the hotel

FREE Education Seminars:

9:00 a.m. – 9:45 a.m.

- **Get Paid! Collecting from the Difficult Debtor – Whiteman Borden LLC**
- **The What, Why and How of ZIP Systems Sheathing – Huber Engineered Woods**

10:00 a.m. – 10:45 a.m.

- **Everything CDL Employers Should Know About the Drug & Alcohol Clearinghouse – Dan Meyer, Federal Motor Carrier Safety Administration**
- **WindsorONE: Why Craftsmanship Pays - Parksite**

11:00 a.m. – 12:00 p.m.

- **Recreational Marijuana: What Illinois Employers Should Do to Diminish Legal Risks and Protect Their Workforce – Jeffrey Risch, SmithAmundsen LLC - *Sponsored by Woolf Distributing Co.***
- **6 Things That Made My Business More Profitable – Curt Trampe, President - DreamMaker Bath & Kitchen** *(This program focuses on information and ideas for contractor/builders.)*

10:00 a.m. – 4:00 p.m.

Show Floor Hours

11:30 a.m. – 12:45 p.m.

Free Lunch

Sponsored by Tempco Products

3:00 p.m.

Bar Opens

4:00 p.m. – 6:00 p.m.

Auction & Cocktail Party – Everyone Welcome

Reception Sponsored by Federated Insurance

Message from Our Expo Chairman



Michael Couch
*Huff Lumber & Home
Specialties*

Fellow ILMDA Dealers and Associates,

The Expo this year will be back at the Par-a-Dice Hotel & Casino in Peoria on Thursday, February 6, 2020. The format is staying the same, with free education seminars in the morning before the show and over lunch. These presentations provide information essential to the operations of your yard and the management of your employees. Please take advantage of these excellent educational opportunities.

You will find that the floor of the Expo is packed with product and information booths that will benefit you, your employees and contractor guests. As you make your way around the show, please thank our supplier partners, who once again have stepped up to support the ILMDA and us, their independent lumber & building material dealers.

The lunch seminars will feature separate dealer and contractor information programs. There will also be a short Best Practices roundtable organizational discussion for dealers.

As the show floor is closing, please stay for free hors d'oeuvres and cocktails while you bid on the auction items. During this time, there will be a presentation for Lumberman of the Year and recognition for significant lumberyard anniversaries.

I hope to see you all at the show!

*Michael Couch - Huff Lumber & Home Specialties - Decatur, Illinois
2020 ILMDA Expo Chairman*

Education Seminars

FREE to attend - Exhibitor Education Seminars

9:00 a.m. – 9:45 a.m.

Get Paid! Collecting from the Difficult Debtor - Whiteman Borden LLC

Presenter: Adam Whiteman

Gain valuable tips and insights from an experienced commercial collection attorney to improve your ability to get paid on your receivables and to set yourself up for success in collection litigation. Topics to be discussed include credit agreement terms, document retention policies, best practices for proving up purchase orders and deliveries, and using leverage to secure future payments.

The What, Why and How of ZIP System Sheathing - Huber Engineered Woods

Presenter: Lori Oberman

Learn about the benefits and proper installation of ZIP System Sheathing and understand why builders around the country are embracing these benefits over conventional methods to achieve better building performance and improve productivity for their bottom line.

10:00 a.m. – 10:45 a.m.

Everything CDL Employers Should Know About the Drug & Alcohol Clearinghouse - Federal Motor Carrier Safety Administration

Presenter: Dan Meyer

ILMDA lumber dealers and suppliers with CDL drivers will be required to begin conducting Drug and Alcohol background queries and report certain violations to the Drug and Alcohol Clearinghouse on January 6th, 2020. Are you ready? This session will present information and answer your questions about the new FMCSA requirements.

Since 2013, Dan Meyer has been the Division Administrator of the Federal Motor Carriers Safety Administration for the state of Illinois. He was previously a captain with 23 years of service with the Kansas Highway Patrol. As captain, besides administering the FMCSA for the state of Kansas, Dan was responsible for the development of Trucks On Patrol for Safety (TOPS) program, which partnered the motor carrier industry and enforcement community for enforcement of safety violations occurring around commercial vehicles.

Hotel Information

Convention Headquarters Hotel:

Par-A-Dice Hotel & Casino

21 Blackjack Boulevard • East Peoria, IL

Toll Free: 1-800-547-0711

Reference Code: 0206LUM



Make your hotel reservations **NOW** by calling the Par-A-Dice Hotel & Casino.

Identify yourself as an **ILMDA Convention attendee** and receive the following reduced room rate: King/2 Queen Deluxe = \$101+tax

The group rate is guaranteed through January 23 for EXPO attendees.

10:00 a.m. – 10:45 a.m.

WindsorONE: Why Craftsmanship Pays - Parksite

Presenter: Devin Darnel

What does craftsmanship mean to you? WindsorONE shows you the benefits of using a product that is manufactured to save you time on the job site by providing a top-quality trim board that allows you to show off your craftsmanship rather than spending time getting your material up to your standards. Their craftsmanship highlights your craftsmanship, allowing you to get the job done and move on. Worry less, do more.

11:00 a.m. – 12:00 p.m.

Recreational Marijuana: What Illinois Employers Should Do to Diminish Legal Risks and Protect Their Workforce

Presenter: Jeffrey Risch, SmithAmundsen LLC

Sponsored by Woolf Distributing

Beginning January 1, 2020, the Cannabis Regulation and Tax Act ("Act") will allow adults (21+) to possess and consume cannabis. The Act expressly permits employers to adopt and enforce "reasonable" and nondiscriminatory zero tolerance and drug free workplace policies, including policies on drug testing, smoking, consumption, storage, and use of cannabis in the workplace or while on-call. It is important for employers to understand the potential exposure and damages and be certain their policies and practices on drug testing are carefully vetted ASAP. This timely presentation will carefully examine the new law and talk through the statutory changes impacting Illinois employers. Policy, practice, and training will be examined closely.

Jeff serves as the Chair of Smith Amundsen's expansive management-side Labor & Employment Practice Group headquartered in Chicago, Illinois. Jeff represents employers in jurisdictions and before administrative tribunals throughout the United States. He provides employment and traditional labor law counsel to several trade associations. He also helped write and edit THE leading resource manual on labor and employment law for Illinois employers published by the Illinois Chamber of Commerce. Jeff is regularly recognized by his peers as a leading lawyer in the field of Labor & Employment Law on a local, regional and national basis.

6 Things That Made My Business More Profitable

Presenter - Curt Trampe – President, DreamMaker Bath & Kitchen

(This program focuses on information and ideas for contractor/builders.)

Curt Trampe, President of DreamMaker Bath & Kitchen of Springfield, discusses the six principles he integrated to grow his business to a \$3 million dollar remodeling company with a true net profit of over 10%.

1. Learn from Others
2. Understanding Financials
3. Develop a Team
4. Know your value
5. Do the little things well
6. Market your business

EVERYONE is Invited to the Cocktail Party and Auction!



Please join us from 4:00 to 6:00 right outside the show floor doors for the annual Cocktail Party & Auction and the important Lumberman of the Year Award announcement. Enjoy free hors d'oeuvres, beer, wine and soda along with great conversation. This fun-filled night is just a few days before Valentine's Day, so plan to make some great buys at the auction to take home to those important people in your life. All proceeds will support the association's legislative representation through the PAC. (Cash, checks, and credit cards accepted).

Reception Sponsored by Federated Insurance



2020 ILMDA Expo

Illinois Lumber & Material Dealers Association
932 S. Spring Street
Springfield, IL 62704

Thursday, February 6, 2020
Par-A-Dice Hotel
East Peoria, Illinois

To grow their business, retailers and builders alike need to stay on top of changes in the lumber and building material industry. Find out about the newest products and services that are offered by attending the demonstrations and seminars and by walking the show floor and talking with the exhibitors. We hope to see you, your employees and your customers in Peoria on February 6th.

Sponsored by:
Illinois Lumber & Material
Dealers Association