

# SBMA 2012 Building Products Show Seminar!!!

## Purchasing and Inventory Management – A New Reality NC, SC, TN & VA

Cost: \$25 per person registered in advance, \$35 at the door Wednesday, Feb. 1, 2012  
ShowPlace, High Point NC ● 9:00 AM to 10:30 AM



**OUTWIT  
OUTLAST  
OUTPLAY**

*In conjunction with SBMA's  
2012 Building Products  
Buying Show at Show Place  
High Point, NC  
February 1-2, 2012*

“Flat is the new up” – so noted Daniel Gross, a business columnist for Slate and Newsweek, discussing the turbulent economic times and the possibility of a new economic reality – a possibility that follows an almost relentless string of bad economic news, dating to the end of 2007. Although the steady drumbeat of bad news may have made us nearly numb, we know that these macroeconomic indicators are aggregate measures of real pain for individuals and organizations.



Now, as glimmers of hope of a recovery are emerging, economists are debating the question: Recovery to what? Most economists believe that we will not return to the robust but illusionary economy of the middle of this decade – an economy driven by loose credit and asset bubbles. Instead the consensus predicts a much more modest recovery. The noted economist Nouriel Roubini of New York University, who is credited with predicting the current recession, warns that a recovery may be so weak that “it will feel terrible even if the recession is technically over.” Even the more optimistic prognosticators caution that consumers and businesses are altering their spending patterns to adjust to a new and more realistic picture of their wealth. Although the exact contours of the economy that will emerge from this recession are beyond our ability to predict, it seems safe to assume that we face a long period of slow, modest growth. If indeed this is the case: how has this downturn affected how we buy; how we select and building relationships with our vendors; how we more efficiently and profitable management our inventories, and how we continue to serve our customers at a high level?

**Please Register the Following People:**

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Company: \_\_\_\_\_

Complete Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Person Filling Out Form: \_\_\_\_\_

**TUITION:**

\$ 25.00 Per Attendee Advanced Registration; \$35 at the door

**Payment Options:**

- Check Enclosed
- VISA
- AMEX
- MasterCard
- Bill Us (Members Only)

Exp. Date: \_\_\_\_/\_\_\_\_/\_\_\_\_ V-Code # \_\_\_\_\_

Checks should be sent to SBMA, PO Box 18667, Charlotte, NC 28218

*Cancellation Policy: Any cancellation must be received 10 days prior to the seminar. After noon on that day charges are due regardless of attendance.*

Join our panel facilitated by Jim Enter, American Association of Roundtables, & with Buford Arning, ECMD, Inc., N. Wilkesboro, NC; Bruce McDonald, VP Operations, Huttig Building Products, St. Louis, MO; Gene McKinney, VP Purchasing, Tindell's Inc., Knoxville, TN; and Bruce Shelton, Manager, Capps Home Building Center, Moneta, VA

**Date: February 1, 2012 from  
9:00 AM to 10:30 AM**

**Location: ShowPlace, High Point, NC 27260**

**Send Registration Information to or call: Cindy Hartley, phone: 800.966.4202; email: [chartley@crosslink.net](mailto:chartley@crosslink.net); fax: 804.758.9311**