

STAFDA'S 2016 ATLANTA CONVENTION & TRADE SHOW RECAP

» STAFDA's recent 40th Annual Convention & Trade Show, November 6-8, in Atlanta, attracted a total of 4,366 people with an 820-booth trade show, STAFDA's largest show since 2008.

Day One featured six educational workshops on trending issues from the new overtime regulations to distributor/manufacturing relations, leadership to concierge customer service and effective negotiating skills.

The **Opening Party** that evening was held at the **College Football Hall of Fame** where attendees were greeted by the Wall of Helmets — over 765 college football team helmets displayed over three stories high.

Day Two began with the **General Session** featuring state of the industry speeches from STAFDA President, **Terry Earle, Fort Worth Bolt & Tool**, Fort Worth, Texas, and Associate speaker, **Brandon Moss, Southwire Co.**, Carrollton, Georgia. Both addressed the labor shortage facing the construction industry and offered innovative insights. STAFDA's executive director, **Georgia Foley**, brought members up to speed on key Association developments the past year.

Then it was showtime with STAFDA's two keynote speakers! Former football coaches turned sports commentators, **Jimmy Johnson** and **Herm Edwards**, shared their experiences on team work, motivation and leadership before engaging in a lively Q&A with Terry Earle. Johnson and Edwards' responses were entertaining yet honest, heartfelt and poignant.

Afterwards, the doors opened to STAFDA's Trade Show and it was a mad rush for distributors to see the latest and greatest from over 35 different product categories for six hours before enjoying an evening of manufacturer hospitality.

Day Three began with economist **Alan Beaulieu's** annual forecast for 2017 and beyond. His forecasts boast a 96 percent accuracy rate and the standing room only crowd exceeded capacity early on in his program. The **Trade Show** opened for another 5.5 hours where attendees could spend more time at booths or meeting with Tech Fair vendors — STAFDA's largest Fair to date — or visiting one-on-one with STAFDA's endorsed consultants and service providers. The Convention concluded with a closing Election party where large screens had network coverage of exit polls of the Presidential election.

STAFDA ANNOUNCES NEW OFFICERS

This fall, STAFDA distributors elected their 2017 Officers and Directors.

Tom Leahy, chief operating officer, **Border Construction Specialties**, Phoenix, Arizona, was elected president. Leahy's responsibilities include managing facilities, assets, insurance, supply chain, safety and sales teams at their 10 locations. He has over 28 years of sales, marketing, operations, human resources and purchasing experience. Border has been a STAFDA member since 2008.



LEAHY

STAFDA's new vice president, **Michelle St. John**, is president of **Industrial Bolt & Supply (IBS)**, Auburn, Washington. IBS was founded by her parents, **Jack** and **Linda Butcher**, in 1977 as a distributor focused on the MRO market. They have operations in eight western states. IBS joined STAFDA in 1978.



ST. JOHN

Serving three-year terms are two new members of STAFDA's Board of Directors:

Jeff Brown, president/owner, **Brinker-Brown**, Fort Myers, Florida, and **Greg Hughes**, president/owner, **Kinnunen Sales & Rental**, Stillwater, Oklahoma.



BROWN

HUGHES

There will also be new faces on STAFDA's Manufacturers and Rep Liaison Committees in 2017. Joining STAFDA's **Manufacturing Liaison Committee** are **Tom Carroll, CS Unitec** (Norwalk, Connecticut), **Jude Nosek, Keson** (Aurora, Illinois) and **Dave Steiner, Stanley Black & Decker** (New Britain, Connecticut).

Incoming **Rep Liaison Committee** members include **Todd Offner, Baxter-Rutherford** (Seattle), **John Spadafora, McConnell-Spadafora, Inc.** (Burlington, Ontario), and **Rob Wallace, Ron Wallace & Associates** (Clover, South Carolina).

STAFDA's **2017 Convention & Trade Show** will be **November 12-14** in Austin, Texas. Online registration from the members-only section of STAFDA's website begins **June 26**.

For more information on these programs and STAFDA membership, please contact **Georgia Foley**, executive director, at (800) 352-2981 or email gfoley@stafda.org.

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