

Construction Suppliers Association
2026 CONFERENCE
& TRADESHOW



S e p t e m b e r 23 - 25

St. Simons Island, GA



CONSTRUCTION
SUPPLIERS
ASSOCIATION

Building Strong Independent Dealers

Alabama Georgia Louisiana Mississippi Oklahoma

Dear CSA Members, Colleagues, and Guests,

As our industry continues to evolve, this year's Annual Conference gives us an important opportunity to come together, share insight, strengthen relationships, and focus on the work ahead. On behalf of CSA, its Board of Directors, and our entire team, it is my pleasure to welcome you to the 2026 Annual Conference.

The conference offers practical opportunities to gain actionable insights, exchange ideas, and build relationships with industry colleagues. We encourage you to take full advantage of the educational sessions, professional resources, and networking opportunities designed to help you strengthen operations, improve performance, and prepare for what is ahead.

This year's speakers will address key issues and opportunities facing our industry, including profitability, sales growth, insurance strategy, AI applications, and market dynamics. Their industry-specific insights will offer practical ideas you can apply to strengthen your business and advance your bottom line.

Thank you for joining us and for your continued support of CSA. Your knowledge, experience, and participation help make this conference valuable and contribute to the continued strength of our association. Together, let's use these next few days to learn, connect, and leave better prepared to lead our industry forward.

Karen Handel, CSA President

KAREN HANDEL President karenhandel@gocsa.com

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The Power of Your CSA Membership

CSA keeps you connected to the people, knowledge, and resources that move your business forward.

LEARN. Strengthen your teams with industry-specific education, training, and professional development.

CONNECT. Build valuable relationships with independent dealers, suppliers, industry experts, and peers through our Roundtables and networking events.

PROTECT. Support your people and business with safety, HR, DOT, workers' compensation, insurance, and compliance resources.

IMPROVE. Strengthen your operation through expert resources, peer learning, best practices, and benchmarking.

GROW. Turn knowledge and connections into opportunities that help your business succeed.

NEW

CSA Safety On Demand powered by Safety National
Topic Roundtables focusing on HR, Operations, Safety
More Value. More Resources. More Ways to Connect.

CSA BOARD MEMBERS



Brett Bailess *Chairman*
Service Lumber Company



Andrew Brown *Chair-Elect*
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Swift Supply



Steve Rom *Board Member - Supplier*
Great Southern Wood Preserving



Will Lummus *Board Member - SIF*
Lummus Supply Co.



Josh Johnson *Past Chairman*
Ivey's Lumber Company

CONFERENCE SPONSORS



CONFERENCE SPEAKERS



CRAIG WEBB

Thursday Breakfast Keynote Speaker

Building What's Next: The Future of LBM

Craig Webb is a construction industry consultant, speaker, and emcee specializing in building materials, housing trends, and business strategy. Known for his engaging, data-driven presentations, he helps dealers, distributors, and suppliers better understand market trends and strengthen customer partnerships.

Learn more at www.webb-analytics.com



MIKE MCDOLE

Thursday Lunch Keynote Speaker

***Strategies to Improve Gross Margins:
Practical Ideas That Increase Profitability***

Mike McDole is the founder of Firing Line LBM Advisors. Over his 40+ year career in the LBM industry, he has served in sales, operations, and senior leadership roles, including SVP of one of the Northeast's largest independent LBM dealers. Currently, he works with dealers across North America to improve sales effectiveness, develop leaders, strengthen profitability, and build stronger organizations. Mike is also a frequent speaker, trainer, and contributor to industry associations.

Learn more at firinglinelbm.com



LYNNE JENSEN-NELSON

Education Session Speaker

Beyond the Bid: Driving Builder Business

Lynne Jensen-Nelson is a business strategist and keynote speaker who helps organizations improve sales, develop effective leadership, and create an exceptional customer experience through practical, high-energy training.

Learn more at www.conversion-omics.com

CONFERENCE SPEAKERS



JOSH ORDENEUX

Education Session Speaker

How to Buy Insurance

Josh is a District Marketing Manager with Federated Insurance, based in Atlanta, Georgia. In his role, he leads a team of nine Marketing Representatives across the state. Josh began his career with Federated in 2012 and brings more than a decade of experience to his leadership role.

Learn more at www.federatedinsurance.com



SAM RICHTER

Friday Breakfast Keynote Speaker

Mindset Shift: Generative AI and Your Future

Sam Richter is a keynote speaker, bestselling author, and expert in sales intelligence and digital insight. He helps organizations use AI and online information to build trust, uncover opportunities, and improve sales, marketing, and communication.

Learn more at www.samrichter.com

We're All Winners **But You Could Win Even More!**

We're all winners when we come together to connect, learn, and grow - but this year, you might just walk away with a little something extra!

Make your way through the tradeshow and visit all of our amazing Suppliers for a chance to enter your name into our giveaway drawings! Winners will be announced during Thursday's lunch.

CSA will be drawing names throughout the sessions and giving away Visa Gift Cards to special participants.

Must be present to win - don't miss your chance!

AGENDA

All conference functions take place on property at the King & Prince

WEDNESDAY SEPTEMBER 23

- 2:00PM Registration opens Resort Lobby
*Visit us at the Registration Desk to pick up
your welcome packet and name badge*
- 2:00PM Supplier setup opens Lanier
Setup 2:00-5:00pm
- 6:00PM Welcome Dinner Oceanfront Lawn
Dinner buffet - Drink Tickets - Cash bar

THURSDAY SEPTEMBER 24

- 8:00AM Breakfast & Keynote Delegal
Craig Webb - Building What's Next: The Future of LBM
- 10:00AM Tradeshow Lanier
- 12:00PM Lunch & Keynote Delegal
Mike McDole - Strategies to Improve Gross Margins
- 2:00PM Education Session 1 Delegal
Lynne Jensen-Nelson - Beyond the Bid: Driving Builder Business
- 3:15PM Education Session 2 Delegal
Josh Ordeneaux - How to Buy Insurance
- 4:30PM Networking Happy Hour Delegal Foyer
Sponsored bar
Thursday Evening - On Your Own

FRIDAY SEPTEMBER 25

- 8:30AM Breakfast & Keynote Delegal
Sam Richter - Mindset Shift: Generative AI and Your Future

WEDNESDAY SEPTEMBER 23

2:00PM REGISTRATION OPENS Resort Lobby

Please visit the Registration Desk to pick up your welcome bags and name badges.

Thank you Canals and Merit Distribution for sponsoring our Welcome Bags and Registration Table.



2:00PM SUPPLIER SETUP Lanier

Suppliers can set up 2:00pm-5:00pm

All breakdown must be completed by Thursday 7:00pm

6:00PM WELCOME DINNER Oceanfront Lawn

Enjoy an evening of fun and connections overlooking the Atlantic Ocean.

Dinner Buffet - Drink Tickets - Cash Bar

Thank you Atreyus and Great Southern Wood Preserving for sponsoring our Bar and Dinner.



THURSDAY SEPTEMBER 24

8:00AM BREAKFAST & KEYNOTE

Delegal



Thank you Merit Distribution for sponsoring our Breakfast Keynote.

BUILDING WHAT'S NEXT: THE FUTURE OF LBM

Craig Webb

Craig Webb of Webb Analytics takes a look ahead at what's shaping the future of our industry. We'll explore the economic and market forces impacting LBM dealers, including prospects, pricing, products, and people. The session will also focus on the importance of staying true to your purpose and using these insights to make informed decisions and prepare your business for what's next.

10:00AM TRADESHOW

Lanier

Each of our suppliers are highlighted further in this program.



Thank you DMSi for sponsoring our Hospitality.

12:00PM LUNCH & KEYNOTE

Delegal



Thank you LMC for sponsoring our Lunch.

STRATEGIES TO IMPROVE GROSS MARGINS: PRACTICAL IDEAS THAT INCREASE PROFITABILITY

Mike McDole

Gross margin is one of the most important drivers of an LBM dealer's long-term success. LBM industry veteran Mike McDole shares practical strategies for improving margins while maintaining strong customer relationships. Learn why margins leak, how to respond to price objections, and how to help sales teams sell value instead of simply lowering price. Attendees will leave with actionable pricing and sales strategies they can put to work immediately.

THURSDAY SEPTEMBER 24

EDUCATION SESSIONS



*Thank you Stratus Business Advisors
for sponsoring our Education Sessions.*

2:00PM **BEYOND THE BID: DRIVING BUILDER BUSINESS** Delegal

Lynne Jensen-Nelson

Today's builders, remodelers, and designers expect more than quality products delivered on time and at a fair price - they want trusted business partners who support their long-term success. In this session, discover the key factors builders consider when choosing suppliers, building partnerships, and selecting products for their projects. Gain valuable insights into how exceptional service, reliability, and strategic collaboration can help you stand out in a competitive market.

3:15PM **HOW TO BUY INSURANCE** Delegal

Josh Ordeneaux

You have insurance - but are you fully covered? Insurance can be complex and often confusing. This session will explore common methods for purchasing insurance and the key factors that influence business insurance premiums. Attendees will gain a clearer understanding of available insurance products and learn how to take greater control of their coverage and purchasing decisions - potentially helping to reduce future costs.

4:30PM **NETWORKING HAPPY HOUR** Delegal Foyer

Join dealers and suppliers for a one-hour
Happy Hour and network a little more!



Higharc

Thank you Higharc for sponsoring.

FRIDAY SEPTEMBER 25

8:30AM BREAKFAST & KEYNOTE

Delegal

MATTERHAUL

*Thank you Matterhaul for sponsoring
our Breakfast Keynote Session.*

MINDSET SHIFT: GENERATIVE AI AND YOUR FUTURE

Sam Richter

Transform Your Business, Your Communications, Your Job, and Your Life
Generative AI is reshaping how we live, work, compete, and connect. In this engaging, non-technical presentation, discover how tools like ChatGPT, Copilot, and Gemini can streamline work, leverage your expertise, and create a competitive edge. Through real-world examples, you'll explore practical AI tools you can use immediately to improve performance, spark innovation, and make more time for strategic thinking and meaningful connections. You'll also gain insight into the future of Generative AI and the leadership decisions that will shape an AI-powered world.

10:30AM CONFERENCE CONCLUSION

Thank you for joining us! Safe travels home.
We'll see you next year in New Orleans!



CONSTRUCTION
SUPPLIERS
ASSOCIATION



2027

CONFERENCE
& TRADESHOW

Join us in
New Orleans
next year!

September 27-29
Westin New Orleans



CSA TRADESHOW
THURSDAY 10:00AM-NOON



1 GEORGIA ADMINISTRATIVE SERVICES



www.georgia-admin.com
Randy Chambers rchambers@georgia-admin.com

In 1982, the Construction Suppliers Association of Georgia established the CSASIF to help members address workers' compensation issues. Member-owned and governed by a Board of Trustees, the CSASIF provides stable, high-quality coverage for Georgia members. CSA SIF is administered by Georgia Administrative Services, Inc.

2 STRATUS BUSINESS ADVISORS



www.stratusbusinessadvisors.com
Sam Brownell
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Stratus Business Advisors specialize in business valuation and succession planning for LBM dealers nationwide. Unlike M&A firms, we focus on keeping independent businesses independent, helping owners find solutions that best serve their business, family, and community. Our team provides objective insights and expert advice, empowering clients to make informed decisions for long-term success.

3 CONSTRUCTION SUPPLIERS ASSOCIATION



CONSTRUCTION
SUPPLIERS
ASSOCIATION

www.gocsa.com

Visit our CSA booth to get a refresh on all we offer our dealer and supplier members. Visit with Karen and Cates about roundtables, talk with Victor about safety matters, and ask Matt and Lana about any membership needs and new benefits.

4 CANALS



www.canals.ai

Mary Martin mary@canals.ai

Co Walker co@canals.ai

Canals is the operating AI for LBM distributors and suppliers, automating workflows across Sales, Customer Service, Accounting, Purchasing, and Receiving to drive speed, accuracy, and consistency. By reducing reliance on manual processes and institutional knowledge, our suite of AI tools maximizes operational efficiency and visibility at any scale. Respond to customers faster and free up team members to be more proactive, taking service to the next level and building deeper relationships. Over 100 distributors run on Canals to win, keep, and grow more customers.

5 HIGHARC



Higharc

www.higharc.com

Andy Morgillo andymorgillo@higharc.com

Brian Crosby briancrosby@higharc.com

Higharc is the homebuilding AI company for design through construction. By generating homes as 3D spatial data, Higharc enables builders and suppliers to design, estimate, sell and build homes better. Higharc works with leading homebuilders and supply chain partners. The company's rapid rise has earned national recognition, ranking in the top 50 of the Deloitte Technology Fast 500 and Fast Company's Most Innovative Companies of 2026.

6 LMC



www.lmc.net
Jenny Brawley jbrawley@lmc.net

LMC is the nation's leading cooperative for independent lumber and building material dealers. We unite industry leaders to boost member buying power, profitability, and competitiveness. With strong supplier relationships, unmatched purchasing volume, sharp market insights, and powerful business tools, LMC is here to help your business grow.

7 FLITCH



www.getfitch.com
David Mellstrom david@fitch.com

Fitch is the leading software platform for lumberyards and building supply. The cloud-based system is easy to use and accessible on any computer, tablet, or smartphone. With powerful features including order management, dispatch & delivery, custom reporting & dashboards, AR & AP, inventory, vendor integrations, customer portal, and real-time customer notifications, Fitch is engineered to boost profit, productivity, and deliver best-in-class service to your customers.

8 CARDCONNECT



www.cardconnectpartners.com
David Hughes
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CardConnect, a Fiserv company, delivers secure, efficient payment solutions tailored for the lumber and building materials (LBM) industry. Our platform integrates with major ERPs and offers ACH and card processing powered by Fiserv. The CardPointe platform provides real-time, cloud-based reporting and a customer portal for full transaction visibility.

MATTERHAULwww.matterhaul.comShawn Razek shawn@matterhaul.comLiz Thompson liz@matterhaul.com

Matterhaul is an ERP platform for building materials distributors and manufacturers, that uses AI to fix the painful parts of legacy ERPs. Matterhaul adapts to your way of working (not the other way around), can integrate with all the systems you already use to give you full visibility across your business, and captures the tribal knowledge of your people so that humans and AI can use it effectively.

10 **MERIT DISTRIBUTION GROUP**www.meritdistributiongroup.comRoger Farmer roger.farmer@yahoo.comPeter Pasterski peter.pasterski@ejwelch.comDanny Campbell danny.campbell@lancasterco.com

Morgan Leggett

morgan.leggett@meritdistributiongroup.com

The Merit Distribution Group is a multi-division distributor of paint, flooring, sundries, and related supplies, serving contractors, retailers, and professionals across the building materials industry. Through a combination of branch operations and e-commerce platforms, we deliver the products, service, and operational reliability our customers depend on, while continuing to scale through disciplined execution, strong partnerships, and a focus on performance.

11 **ATREYUS AI****ATREYUS**www.atreyus.aiChristian Atreyus christian@atreyus.aiCody Alexander cody@atreyus.ai

Atreyus AI turns plan sets into priced quotes in minutes. Built for independent LBM dealers and truss plants, it automates takeoffs, quoting, and bid review while plugging directly into BisTrack and the systems you already run. Your team keeps its process and loses the paperwork. Dealers using Atreyus cut quote turnaround from days to minutes while maintaining pricing accuracy. Find Work, Send Quotes, Get Takeoffs, And Track Projects all within one system.



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Great Southern Wood Preserving, Incorporated is the nation's largest producer of pressure-treated pine lumber. Headquartered in Abbeville, Alabama, the company is best known for its flagship YellaWood brand products, which feature a distinctive yellow tag and protect wood from rot and termites.



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DMSi is a fully independently-owned ERP provider serving the LBM industry. Founded in 1976 by one tech enthusiast, DMSi has now grown into a team of over 350 and is in its second generation of family ownership. We are fully committed to delivering the best software and service in the LBM Industry. Our Frameworks ERP is a 100% web-based, end-to-end solution built specifically for LBM Dealers.



www.federatedinsurance.com

Garrett Wardell GPWardell@Fedins.com

Joshua Ordeneaux jmordeneaux@fedins.com

Federated Insurance is a national insurance and risk management organization that serves the property, casualty, and life insurance needs of clients in select industries. CSA members enjoy special rates through our partnership.



www.orgill.com

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Orgill, founded in 1847 and based in Collierville, TN, is the world's largest independently owned hardlines distributor with over \$3.7 billion in annual sales. Serving more than 13,000 retail locations in the U.S. and various countries, Orgill caters to a diverse clientele, including hardware stores and farm stores. Key vendors include Stanley Black & Decker, DeWalt, Milwaukee, 3M, Sherwin Williams, and Midwest Fasteners.



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GenetiQ is a modern, cloud-based ERP built specifically for the lumber and building materials industry. This AI-enhanced platform delivers real-time visibility into margins, inventory, and sales while offering flexible workflows, seamless integrations, and scalable performance. Backed by 30+ years of industry expertise, GenetiQ helps dealers streamline operations and stay ready for what's next.



www.bluelinxco.com

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Leslie Capps leslie.capps@bluelinxco.com

BlueLinX sells and distributes more than 10,000 specialty and commodity building products from the industry's most well-respected brands.



www.salesjack.com
Jeff Ryan jeff@salesjack.com

SalesJack provides a sales platform built for lumber yards and building materials retailers. The platform leverages AI and data to arm sales reps with the highest-priority leads, biggest customer opportunities, and timely cross-sell recommendations without the manual work. Book a demo at salesjack.com.



www.mitek-us.com
Kevin Fairchild kfairchild@mii.com
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MiTek is a global company that provides integrated software services, engineered products, and automated solutions for the building industry worldwide.



www.alliedstores.com
Shelly Barkimer shellyb@abs-link.com

Founded more than 60 years ago, Allied Building Stores is a member-owned cooperative committed to helping independent building materials dealers compete and thrive in an ever-changing marketplace. While delivering the purchasing power, vendor relationships, and operational support expected from a leading cooperative, Allied also equips its members with timely market intelligence, industry insights, educational resources, and strategic guidance that help them make informed business decisions.

21 OWENS CORNING



www.owenscorning.com

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Danny Mitchell Daniel.Mitchell@owenscorning.com

Owens Corning is a leading building products company providing innovative roofing, insulation, and door solutions for residential and commercial markets. With a strong commitment to quality, performance, and sustainability, Owens Corning combines industry expertise and material innovation to help customers build better and achieve more.

22 TOOLSWIFT



ToolSwift

www.toolsswift.ai

Hany Ibrahim hany@toolsswift.ai

ToolSwift is a Canadian-built, headless B2B eCommerce platform purpose-built for LBM dealers, hardware chains, and multi-location distributors. It isn't a website replacement, it's a contractor-ready commerce layer that runs alongside or in place of your existing site, pairing a retail storefront with a dedicated contractor dashboard and branded mobile app. Real-time integration with Epicor Eagle, BisTrack, ECI Spruce, PRISM, Paladin and others keeps pricing, inventory and account history accurate at the moment of order. AI-powered quoting and takeoff, zero transaction fees, and server-side rendering that makes your catalog discoverable on Google and AI assistants.

23 PENNSYLVANIA LUMBERMENS MUTUAL



www.plmins.com

Arlen Lewis alewis@plmins.com

Pennsylvania Lumbermens Mutual Insurance Company (PLM) is a property and casualty insurance carrier serving the lumber, woodworking, and building materials industries. With over 130 years of wood industry knowledge, we provide comprehensive insurance protection to handle the needs of America's wood businesses.

24 CADY BUILDING PRODUCTS



CADY BUILDING PRODUCTS

www.cadybp.com

Cathy Johnson cjohnson@cadybag.com

John McMichael john@cadybag.com

Based in Pearson, Georgia, Cady Building Products manufactures high-performance coated fabrics and protective barrier materials for residential, commercial, manufactured housing, RV, steel wrap, and industrial markets. Its U.S.-made products include building wraps, roof underlayments, lumber wraps, vapor barriers, VCI fabrics, and customized protective materials.

25 TOOLBX



www.toolbx.com

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Graham Staley graham.staley@toolbx.com

Toolbx is a digital experience platform that transforms how independent building suppliers operate and engage with customers. Our ERP-integrated solution simplifies payments, streamlines AR, enhances sales, and improves your customers' experience, all in one place.

26 WESTLAKE ROYAL BUILDING PRODUCTS



www.westlakeroyalbuildingproducts.com

Benjamin Carbaugh

bcarbaugh@westlake.com

There's no better place to make homes as unique as each individual where design, engineering and service merge in unlimited ways. Westlake Royal Building Products is here to give you all the materials, resources, solutions, inspiration and confidence it takes to build and remodel anything you want. Our values are the roadmap, and our customers are the motivation. We are a manufacturer of quality exterior cladding, siding accessories, and trim products designed for long term maintenance reduction and ease of installation. Our products provide vast design options with performance aspects that lead the exterior cladding industry.

27 USI INSURANCE SERVICES



www.usi.com

Coleman Pecht coleman.pecht@usi.com

USI is a national brokerage for Commercial Insurance and Employee Benefits.

28 LBM ADVANTAGE



LBM Advantage
Better. Stronger. Together.

www.lbmadvantage.com

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Tom Molloy tmolloy@lbmadvantage.com

We are one of the country's largest and most experienced, wholly member-owned buying cooperative for the lumber and building materials industry, giving our members a huge buying advantage in their marketplaces. Our members benefit not only from our multi-billion dollar purchasing power, but also from our experienced, regional staff of industry experts. The entire organization operates on our core principles of service to our members, transparency and flexibility.

29 BUILDERWIRE INC



www.builderwire.com

Haran Ravindran haran@builderwire.com

Robert Finnegan robert@builderwire.com

BuilderWire integrates the latest Internet technologies to help improve your company's operational efficiencies and the way you sell and service customers on the web.

Building Strong Independent Dealers



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