The Highlights

**Build Your Business**
> **Article:** Learn how to foster an inclusive work environment.
> **Report:** Examine the sales growth versus profit growth dilemma.

**News From NAFCD**
> **Event:** Exhibit at the 2021 NAFCD Annual Convention.

**Industry Insights**
> **Article:** Attract the next generation of distributors.
> **Article:** Leverage immediate return on investment (ROI) from artificial intelligence (AI).

**Material for Members**
> **Webinar:** Explore the resurgence of transportation within the supply chain by watching the latest webinar recordings from NASSTRAC.

BUILD YOUR BUSINESS

By actively creating more opportunities and fostering a productive environment for LGBTQ+ employees, you will reap tangible benefits. Being open to the possibilities will allow you to discover new ways to grow your business and keep your best employees.

In order to reach higher levels of profitability, it is essential to develop improvement plans in two areas—gross margin and payroll expense leveraging. In addition, one must ensure that every employee understands how individual actions will help make the improvements a reality.

NEWS FROM NAFCD
Attention Suppliers: Everything is bigger in Texas, including your opportunities for growth in distribution sales. Get prepared for the 2021 NAFCD Annual Convention, taking place in Dallas, by securing a tabletop. Check out the prospectus to gain more information on how to become an exhibitor and capitalize on your success.

Industry Insights

Companies that have leveraged immediate return on investment (ROI) from artificial intelligence (AI) have three commonalities: large datasets, a corporate culture aligned with the technology, and the correct AI solution. Continue reading to learn why these three factors serve distributors well.

The distribution industry is in dire need of young workers, but attracting them can be a difficult task. Continue reading to learn how to understand their expectations, priorities, needs and mindset.

Material for Members

Through our partnership with the National Shippers Strategic Transportation Council (NASSTRAC), members now have complimentary access to NASSTRAC-produced webinars. Learn how to navigate the current state of
supply chain disruption by checking their newest series: “Transportation Rising.”

Learn More

Not a member? Join the NAFCD community today. To learn how this could benefit you and your business, check out the videos below.

Reasons To Join as a Supplier: Reasons To Join as a Distributor:

North American Association of Floor Covering Distributors
330 N. Wabash Avenue, Suite 2000,
Chicago, IL 60611
(312) 321-6836 | info@nafcd.org