NAFCD has partnered with a leading marketing firm InnerView Group to bring you The Distributed Experience. In the latest episode, Jon Youngberg of Tom Duffy Company sits down with Chris Wallace to identify how distributors can best serve consumers. Throughout their conversation, Youngberg defines the phrase "customer experience," harps on the importance of communication and shares why he's loyal to Southwest Airlines.

Watch Video

The business landscape for building materials distributors has morphed in recent years, thanks to the COVID-19 pandemic, disruptions in the construction industry, consolidation and other contributing factors. In order to be successful in this new operating environment, distributors must adapt quickly and invest in technologies that have the potential to enhance labor efficiencies as well as customer service.

Learn More

NAFCD Member Press Release

Gartman, LLC recently celebrated 35 years of business partnership with Elias Wilf, one of the flooring industry's premier distributors.

Founded in 1915 and consistently recognized as one of the top 25 Floor Covering Distributors in the U.S., Elias Wilf is headquartered in Baltimore, MD and services the Mid-Atlantic region from North Carolina to New York.

“The Gartman and Elias Wilf partnership dates back to April 1987,” said Elias Wilf’s President, Jeff Striegel. “They have been instrumental to our success and profitability, and we truly value our partnership with them.”

Throughout the years, Elias Wilf has implemented an array of Gartman solutions including their flagship ERP product, Gartman DMS - along with Gartman’s Wireless Warehouse and
arcode Scanning technology. In addition, Elias Wilf was an early adopter of Gartman’s B2B E-Commerce technology.

Outside of Gartman’s core software portfolio, Elias Wilf has regularly utilized Gartman’s Professional Services offerings. Extensive custom programming and development projects, consulting services, site audits, and beyond have been a constant throughout the 30-plus-year partnership. These highly specialized projects have consistently resulted in increased efficiency, profitability, and growth at Elias Wilf, while simultaneously addressing the unique and ever-changing needs of their business model.

“I can’t say enough positive things about Elias Wilf, their people, and the way they run their business. We are honored and thankful to still be their ERP and technology vendor of choice after 35 years,” said Laronne Gartman, CEO of Gartman, LLC.

Mark your calendar – the 2022 NAFCD Annual Convention is taking place November 1–3 in the Windy City! Throughout this three-day event, attendees will have a chance to create connections with key decision-makers, strengthen their skills and identify new ways to grow their business. Registration for the 2022 convention will open in July; be on the lookout for more information soon.

Save the Date
NAFCD is here to help you recruit and retain key impact players with its Winning the War for Talent webinar installments. Throughout this series, presenter Alex Chausovosky peels back the curtain on the recruitment industry and explores the pillars of talent strategy. Visit the NAFCD website to find recordings of the first few sessions or register for the remaining live webinars.

Learn More

NAFCD is proud to partner with Affinity HR Group. Through this partnership, NAFCD members receive discounted prices on services and complimentary consultations. Additionally, members can visit Hub & Spoke to find tips and tricks on when to pay non-exempt employees, how to take advantage of summer in the workplace and so much more.

Learn More

INDUSTRY INTELLIGENCE

The NAFCD-NBMDA Cross-Industry Compensation and Benefits Report is now available to non-participating distributor companies for purchase. This report provides a detailed analysis of key compensation and benefits-related statistics, based on confidential surveys from 959 distribution companies that represent over 10,000 locations.

Purchase Report

When it comes to the building materials industry, video marketing can be a great way for companies to set themselves apart from competitors and increase customer engagement. And, your strategy can be as simple as you want it to be. Refer to NAFCD partner Venveo for a long list of tips and tricks on how to create impactful video content.

Read More

Check out the latest NAFCD Quarterly Economic Advisor. Produced by long-standing partner ITR Economics, this report strives to provide distribution professionals with a macroeconomic outlook, investor update, industry analysis across eight industries, leading indicator snapshot, an employment update and so much more.

Download Report

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