

FLOOR INSTALLATION ASSOCIATION OF NORTH AMERICA

NEWS

Dallas 2003!

www.fiana.org

Volume 4, No. 3
3rd Quarter 2003



Objective: "Professionalism
Through Education."

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As you read this, we here in the office are very busy putting together the many details necessary to assure that you have a rewarding experience when you attend our 9th Annual Reunion (Convention & Trade Show).

Over the past 8 years we have tried each year to improve the quality of this event. This year is no exception. We feel you will find the selected speaker's (9) all to be exceptional in presenting their topic. They will motivate, educate, entertain and inform you.

This year we have expanded the meal service, during the Reunion, to include 3 breakfast, 3 luncheons, 3 refreshment breaks, 2 receptions and of course our usual Saturday night dinner.

The Annual Trade Show will have over 100 booths. Our Manufacturer Members will be exhibiting a wide variety of products and services. With special offers for those distributors who attend and place orders at the show.



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SAVE & LEARN

2003

SPECIAL

CONVENTION PROMOTION

The FIANA Board of Directors want to encourage each of our Distributor Members to bring as many of their Counter Sales, Outside Sales and Architectural Rep's as possible to our 9th Annual Convention & Trade Show in Dallas, Texas.

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Floor Installation Association of North America

Floor Installation Association of North America (FIANA) is a non-profit organization whose members are currently from throughout Canada and the United States.

Members must be manufacturers or distributors of floor installation products and/or flooring accessories.

2002 - 2003 Officers & Directors

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NEW EDITOR FIANA NEWS!

It's with great pleasure, that I announce the addition of an old friend as Editor of the FIANA NEWS. It has always been our intention to publish the FIANA NEWS as a quarterly. However, it has been very difficult to get information submitted by our membership. Seems it was always just too easy to put it off, when nothing was being submitted. Now with the addition of Bill Simek, recently retired former co-owner of Professional Trade Supply of Colorado, we can again get back on track. Bill, brings years of experience in the floor coverings industry to this new challenge. He will I'm sure, do a much better job, than I have done in the past. Please submit information on your company's goings on to him direct. New branches, new salespeople, new products or product lines, etc. Include photos whenever possible, and they will be returned after their use. Or just send anything your company would like to share with the rest of our members. You can reach Bill via e-mail at fiananewsbill@aol.com or by mail at 32673 Robinwood Rd., Gravois Mills, Mo. 65037.

Jim Lee, President

Where Have We Been? Where Are We Going?



Join The Fun!

FIANA CONVENTIONS

1995	October 26-28	Radisson Hotel	Fort Worth, TX.
1996	September 19-22	Radisson Hotel	New Orleans, L.
1997	September 18-21	Renaissance Hotel	Denver, CO.
1998	October 1-4	Renaissance Hotel	St. Louis, MO.
1999	September 22-26	Hyatt Regency DFW Hotel	Dallas, TX.
2000	October 4-8	Marriott Downtown Hotel	Kansas City, MO
2001	September 26-30	Radisson Riverfront Hotel	St. Paul, MN.
2002	September 19-22	Adams Mark Riverwalk	San Antonio, TX

This Year:

2003 September 11-14 Hyatt Regency Reunion Dallas, TX.

Next Year:

2004 September 22-26 Hyatt Regency Hotel New Orleans, L.

NEW MEMBERS

2002, 2003

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Dallas 2003

Your Board of Directors have been busy working on increasing our membership, both in Manufacturers and Distributors, in research to determine what you, our members, want in future conventions and in maintaining our relations with other industry associations.

Much has been accomplished in the past 8 years toward developing a real meaningful PARTNERSHIP between our Manufacturer and Distributor Members. We have more to do. But, working together we can and will accomplish our objective of building a true partnership between ALL our members.

Mark your calendar September 10-14, 2003, plan to join us at the Hyatt Regency Dallas at Reunion. It will be money well spent and you will be glad you came.

Floor Installation Association Of North America

Member Benefits

There are many reasons for a distributor or manufacturer of floor installation products to become a member of FIANA.

#1. An opportunity to join with other members of this segment of the industry in addressing issues that have an effect on your business.

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Manufacturers

Company Name City & State Membership

Abrasive Enterprises, Inc.	Summerside, PEI
Better Tools	Centerville, OH
Bullet Tools	Hayden, ID
Camie-Campbell, Inc.	St. Louis, MO.
Carpet Shims Ltd	West Chester, OH
Cushion By Design	Dalton, GA
Duo-Fast	Elgin, IL
Floor Dot Corp.	Norcross, GA
Instabind LLC	Acworth, GA
K-P Industries	Vista, CA
K-Grip North America	Houston, TX
M&M Etc., Inc.	Tulsa, OK.
Main Tape Co.	Tinton Falls, NJ
NAFCO	Florence, AL
New Binders Group	Miamisburg, NJ
Nexicor, LLC.	Loveland, OH
North American Fastener, Corp.	Bridgeport, WV
OLFA-North America	Terre Haute, IN
PGB Global	Greenville, SC
Protecto Wrap Co.	Denver, CO.
Safety Seal Products	W. Palm Beach, FL
Stoler Industries, Inc.	Dalton, GA.
Superior Panel Sales, Ltd.	Fernie, BC. Can.
VPI	Sheboygan, WI

Distributors

BPI (Building Plastics Inc.)	Memphis, TN
Cartwright Dist. Inc.	Denver, CO
L. Fishman & Son Inc.	Baltimore, MD
Hoboken Floors	Wayne, NJ
Midwest Floor Coverings	Salt Lake City, UT
NRF Distributors	Augusta, ME
Southland Flooring Supplies	Dayton, OH
Stewart Distributors Inc.	Bloomington, IL

WELCOME

2003 CONVENTION PROMOTION

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For EACH Distributor Member who registers for the FULL Convention & Trade Show. They will be allowed to register ONE Company member who is a counter sales person, an outside sales person or an architectural rep., for a **FREE** Distributor Weekend only (a \$195.00 Value). FIANA will provide that person with a **FREE** room night at the Hyatt Regency Dallas (a \$180.00 Value). If two people share a double occupancy room, under this promotion, they would get both Friday & Saturday nights **FREE**.

As an extra **BONUS**. This year FIANA will reimburse you up to \$200.00 per person for airfare for salespeople brought to the convention under this promotion. Send us the airline receipts and we will send you a check.

Bring your salespeople at virtually no expense to you. The only meal not furnished from lunch Friday through Sunday Morning breakfast, is dinner Friday night.

This is a **FREE** value to you of up to \$575.00 per person registered under this promotion.

This promotion to our knowledge is the first offer ever made of this type in our industry.

SO YOU SEE?

WE ARE SERIOUS ABOUT TRAINING YOUR SALES PEOPLE!

Look at the program; see what they get, at virtually no cost to your company.

If you have questions? Please call us at 888-883-4262.

DON'T MISS OUT!



**Put Your People In This Picture for 2003
You'll Be Happy You Did!**

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Member Benefits

#2. Become acquainted with your counterparts all over North America. A group of people from which to ask questions that concern you in operating your business.

#3. Be listed as a FIANA member on the FIANA interactive web-site. Where you can be hyper-linked to your own web-site. An excellent source for the installation contractors who need supplies when doing work out of their home area. Also a great place for the distributor looking for product lines or the manufacturer looking for distribution.

#4. A FIANA members only section of the web-site for classified ads covering overstock or obsolete inventory you need to sell off or to post questions to other FIANA members. Also a good place to post searches for products out of production that your customer might need to finish an installation.

#5. Only FIANA members can attend the Annual Convention/Trade Show. The only trade show exclusively for distributors and manufacturers of floor installation products. A great place to do business.

#6. Quarterly FIANA News Letter. Where you can announce person changes, new product line additions, new locations or other news about your company that would be of interest to the other FIANA members.

#7. At the annual convention top rated speakers, usually 7 or 8, present programs on a variety of subjects that educate, entertain and motivate.

SPEAKERS 2003

Thursday, September 11th.

8:00AM – 10:00AM Opening Session Breakfast Joe Malarkey **

“Choose to lose” We had him 5 years ago. He was a Terrific opener for our convention. An excellent motivator.

10:15AM – 12:00Noon Seminar #1 Dr. Alan Zimmerman **

“Take This Job and Love It.” New, this year. An excellent speaker, a great message, everyone needs to hear.

Friday, September 12th.

8:00AM – 10:00AM Seminar #2 Bill Metcalf **

“How to become a “Techno-Savage” Had him last year. The best speaker on computers and using the inter-net We’ve ever had. Back by demand.

10:00AM – 12:00Noon Seminar #3 Bob Langdon **

Managing Inventory for Improved “PROFITS” We’ve had him two years in a row and he still captivates the audience on a tough subject. If you own or manage a business, this session is a must.

12:00Noon – 2:00PM Luncheon Joel Zeff

“Creativity and Communication, Yes They Go Together”

Be involved, a very inter-active program. Essential ideas on work and life.

Joel has spoken to Sprint, Boeing, Radio Shack & FDIC among others. Plan on being there and becoming involved.

Saturday, September 13th.

12:00Noon-2:00PM Business Luncheon Dave Pettijean **

“To Be A Better You!” Next year New Orleans. Dave will stir up interest with his CAJUN humor, that carries a message.

7:00PM—9:30PM Closing Session Dinner TBA

This spot is for an industry personality. (Yet to be decided.)

These Speakers, plus Product demonstrations during the Trade Show will give a full value to anyone who signs up for the full convention and takes advantage of the learning opportunities that will be available.

In addition this year there are more meals and refreshments included than ever before. This will keep everybody involved in our total scheduled program.

DON'T MISS THESE DYNAMIC SPEAKERS!

2003 Dallas Trade Show Booths

Manufacturer	Booth #	Address
Abrasive Enterprises	318/320	149 A Industrial Crescent Summerside, PEI CIN5PB
Advanced Adhesive Tech.	210/212	P0 Box 1887 Dalton, GA 30722-1 887
All Purpose Adhesive	314	2424 Lakeland Rd. Dalton, GA 30721
Alta Ind.	217	1460 Cader Ln.-1 Petaluma, CA 94954
American Biltrite	323	90 Matheson Bl. W #202 Mississauga, ON L5R3R3
Am. Safety Razor	235	One Razor Blade Ln. Verona, VA 24482
Ardex/Henry	228/230	400 Ardex Park Dr. Aliquippa, PA 15001
Bengard/Loxreen	214/216	5720 Ambler Mississauga, ON L4W2B1
Bosrik-Findley	416	211 Boston St. Middleton, MA 01949
Bullet Tools	126	3390 W. Hayden Ave. Hayden, ID 83835
Burke/Mercer	227/229	2250 South 10th St. San Jose, CA 95112
C-Cure	215	13001 Seal Beach Bl. Seal Beach, CA 98035-5426
Camie-Campbell	218	9225 Watson Ind. Park St. Louis, MO 63126
Capitol USA	115/117	P0 Box 2023 Dalton, GA 30722
Chapco	222	1165 Arbor Dr. Romeoville, IL 60446
Crain Cutter	111/113	1155 Wrigley Way Milpitas, CA 98035-5426
Dritac	124	59 Ingraham St. Brooklyn, NY 11237
Duo-Fast	128	2400 Galvin Dr. Elgin, IL 60123
Flexco	334	1401 East 6th St. Tuscumbia, AL 35674
Flextherm	433/435	2400 De La Province Longueil, OC J4G1G1
Floor Dot Corp	322	6611 Bay Circle #100 Norcross, GA 30071
Fortifiber	133	419 W. Plum Ln. Reno, NV 89509
Futura Ind.	112/114	P0 Box 160350 Clearfield, UT 84016-0350
Beno J. Gundlach	432/434	P0 Box 544 Bellville, IL 62222-0544
Halex	211/213	750 South Reservoir St. Pomona, CA 91766
Heritage Cuttlery,	534	7971 Refinery Rd. Bolivar, NY 14715
Instabind	118	24 Billies Cove Acworth, GA 30102
Intuit Eclipse	419	5340 Airport Bl. Boulder, CO 80302
Johnsonite	116	169 Munn Rd. Chargrin Falls, OH 44023
Lazer Products	120	1335 Lakeside Dr. Romeoville, IL 60446
M-D Building Products	231/233	P0 Box 25188 Oklahoma City, OK 73118
Mapei	134	1144 W. Newport Center Dr. Deerfield Bch., FL 33442
Mercer Abrasives	321	300 Suburban Ave. Deer Park, NY 11729
N-C Carpet Binding	129	858 Summer Ave. Newark, NJ 07104
National Carpet	423	6801 Winnetka Ave N. #3 Brooklyn Park, MN 55428
No-Muv	331	5801 Philips Hwy. Jacksonville, FL 32216
OLFA-North America	132	1536 Beech St. Terre Haute, IN 47804
Orcon Corp	125/127	1570 Atlantic St. Union City, CA 94587-3299
Parachem	131	P0 Box 127 Simpsonville, SC 29681
Poly-Tak	332	5731 McFadden Ave. Huntington Bch. CA 92649
Power Cart	518/520	PO Box 858 Moorhead, MN 56561-0858
Reliance Cpt	130	P0 Box 329 Gardena, CA 90247
Roberts/OEP	221/223	1081 Holland Dr. Boca Raton, FL 33484
Roppe	135	P0 Box 1158 Fostoria, OH 44830-1158
Safety Seal	123	8100 Belvedere Rd. W Palm Bch. FL 33411
Seam Master	232/234	5211 Southern Ave. South Gate, CA 90280
Sentinel	219	51 N.E. 77th Ave Minneapolis, MN 55432
Shur-Fast Fasteners	418	6785 St. Jacques Quest Montreal, QC H4B1V3
Sinclair Equipment	310/312	6686-A Merchandise Way Diamond Springs, CA 95619
Sponge Cushion, Inc	122	902 Armstrong Morris, IL 60450
Surface Shields	119/121	8200W. 185th Sr.(D) Tinley Park, IL 60477
W.F. Taylor Adhesives	333/335	11545 Pacific Ave Fontana, CA 92337
Taylor Tools	317/319	5045 Paris St. Denver, CO 80239
Texas Cement Products	421	P0 Box 920726 Houston, TX 77292-0726
Titan Labs	316	2235 Mora Dr. Mountain View, CA 94040
USG	220	125 S. Franklin St. Chicago, IL 60606
X-I. Adhesives	420	237 Nance Rd. N.E. Calhoun, GA 30701

VISIT ALL THESE BOOTHS AND PROFIT!

DALLAS

Dallas is less than 4 hours away by scheduled air from the major cities in the three nations of the U.S., Canada and Mexico - no other place offers that convenience.



Dallas has four times more restaurants per person than New York City - and at last count, offers over 7,000 restaurants to enjoy.

DID YOU KNOW?

The Chicken Fajita was invented in Dallas. A Tex-Mex specialty made of distinctively marinated meats, tomatoes, chili peppers, avocados, flour tortillas and sour cream.

Dallas has more shopping centers per capita than any other major, U.S. city.

There are over 160 museums, galleries and artistic attractions in Dallas - and more than 110 live performances per night.

In July of 1958, the integrated circuit computer chip was invented in Dallas. Dallas has the nation's second largest concentration of high technology companies and employees and has long been the discovery called "Silicon Prairie."

Texas is larger than the countries of France, Belgium, Holland, Switzerland and Luxembourg combined.

FIANA Is Helping To Make This Convention The BEST DEAL Ever!

See page one

"2003 Convention Promotion"

The Dallas light rail system is the newest and most modern urban transportation system in the United States.

REGISTER NOW!



DON'T MISS THIS LEARNING EXPERIENCE!

Floor Installation Association of North America

NEWS

FIANA NEWS

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9th Annual Convention & Trade Show FIANA 2003

September 11 – 14, 2003

Hyatt Regency Dallas
at Reunion

Dallas, Texas

**Make plans now
to be there!**