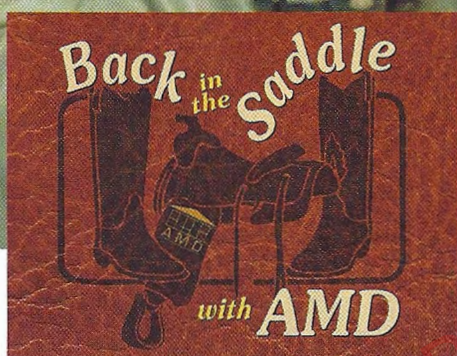


HAPPY TRAILS

AMD Ropes Up and Wrestles Down Another One



by Drew Vass

On Sunday, October 15, 2006, more than 65,000 wide-eyed, excited faces pour into Dallas, filled with anticipation. There's cheering, shouting, face-painting and endless camera flashes, as hearts pound and adrenaline begins to pump. More than 115 hard working, dedicated professionals look forward to exhibiting their talents before a sold out Texas crowd ...

Well, if you haven't figured it out by now, I'm talking about the Houston Texans versus the Dallas Cowboys game that took place in Texas Stadium. Who in their right mind would come to Texas and miss an event like this? Two NFL interstate rivals going helmet-to-helmet in the "Big T?" The answer is — anyone with the word "millwork" appearing *anywhere* on their resume. For these people, there's no question about it — the 42nd Annual

Association of Millwork Distributors (AMD) Convention at the Gaylord Texan Resort and Convention Center in Grapevine, Texas, was the right place to be.

Well, there may not have been any face-painting or world-famous Dallas Cowboy cheerleaders, but more than 150 exhibitors were every bit as anxious, as they anticipated the grand opening at the exhibit hall on Monday at noon.

An AMD board of directors meeting was held Saturday at 9 a.m., followed by a golf tournament at Cowboys Golf Course, which served as the event kickoff.

School is in Session

At the request of its members, AMD assembled a full line up of industry professionals to present topics like: warehouse management systems, workforce demographics, industry codes and standards,

emerging foreign millwork suppliers, lean manufacturing and a robust remodeling market.

Get with the Program

Sunday morning, presenters faced a room full of attendees for the opening educational session: *Conquering Warehouse Challenges with Real-Time Warehouse Management Systems (WMS)*.

Dave Wratkowski, controller of J. B. O'Meara of Burnsville, Minn., served as opening speaker and explained the benefits, if not necessity, of using a warehouse management system (WMS).

He began by explaining the preparations necessary for implementing a WMS and urged close consideration of physical layout: racking and aisles, position of printers, bin ranking and numbering, and bar coding. Then he explained how to evaluate system