2015 NLBMDA Legislative Conference

NLBMDA's Spring Meeting and Legislative Conference was held in March at the Renaissance Dupont Circle Hotel in Washington, DC. WBMA members attending included: WBMA President Steve Kerr, Kerr Ace Hardware, Bookings, OR; NLBMDA Board representative Curtis Jack, Coquille Supply, Coquille, OR; WBMA member Rick Lierz, Franklin Building Supply, Boise, ID and WBMA Executive Director Casey Voorhees.

WBMA members met with their legislators and key federal agency officials to discuss NLBMDA’s policy priorities in Washington. Featured speakers included Senator Cory Gardner (R-CO) and Congressman Tom Marino (R-PA). The main day on the hill ended with a reception for dealers, members of Congress, and their staff on Capitol Hill.

Due to Overwhelming Membership Demand:

2 Additional Workshops Scheduled....

Introduction to Building Material Sales
Tuesday, May 5th - Olympia, WA
Introduction to LBM Sales is a full day program directed towards employees newer to the industry or others who have been around awhile but have not received formal training.

WBMA’s Estimating Workshop
June 17 & 18th - Olympia, WA
Attendees learn the basics of floor, wall and roof framing while developing a material list. Contractor salespeople, inside sales support and anyone desiring to learn the basics of how a take-off is developed will all benefit from this workshop.

Registrations Enclosed
Winter and Spring Success For Professional Development Series
WBMA’s winter and spring educational programs were very well attended and indicative of improving business conditions for our industry. Listed below are a few of the programs presented for WBMA members.

Management of Special Order Processing
Instructor Ken Wilbanks brought the totality of the special order opportunity into the spotlight educating participants into a margin producing mindset, measurements and benchmarks for targeting optimum gross margin achievement in every special order, detailed checklists for all costs associated with a special order and receiving best practices that stop losses from mishandling.

Merchandising for Lumber & Building Material Dealers
Ken Wilbanks engaged participants with what it takes to succeed through dynamic, proven and creative merchandising techniques. Bulk merchandising opportunities, display design, components of high producing endcaps, bold signage are some of the topics.

Introduction to Building Material Sales
Salem, OR and Bozeman, MT
Introduction to LBM Sales was a full day program directed towards employees newer to the industry or others who have been around awhile but have not received formal training.

Whether from a retail store, contractor dealer or wholesale distributor, this session provided a basic understanding of building material operations, customer service and how products sold every day are used.

WBMA’s Estimating Workshop
Salem, OR, Olympia, WA and Bozeman, MT
The Estimating Workshop consisted of two days of instruction working with a residential set of plans to complete a material take-off. Attendees learned the basics of floor, wall and roof framing while developing a material list. Contractor salespeople, inside sales support and anyone desiring to learn the basics of how a take-off is developed all benefited from this workshop.

Yard & Delivery Managers Workshop
Ken Wilbanks devoted two dynamic days to understanding the essential best practices and providing powerful tools to ensure stellar performance within each separate, yet interrelated, area of yard and delivery operations. The program agenda included:

- Materials Storage and Handling
- Stopping the Leaks NOW
- Involving the Delivery Drivers in the Selling Process
- The Essentials of High Level Delivery Execution
- Improving Receiving Accuracy on Stock
- Creating the Best First Impressions
- The War on Clutter, Waste and Poor Standards
- Safety First
- Role Modeling and Creating Winning Teams

We wish to thank Lincoln Creek Lumber in Tumwater, WA for hosting a yard tour for the participants in the Yard & Delivery Managers Workshop.
Spring Roundtable Meeting
WBMA’s Roundtable group met in March at City Lumber Company in Astoria, OR. During the meeting the group discussed operating results, local market conditions and best practices for profit improvement. WBMA’s roundtable groups are comprised of non-competing dealers meeting twice annually to share financial and operating information to optimize profit performance. We have openings for new members to join the group, if interested please contact Casey Voorhees at the WBMA office 1-888-551-9262 or casey@wbma.org.

Welcome New Members!

Building Solutions
Bend, OR
Rick Wight - 541-388-9988
www.bendoregonlumber.com

Economy Supply of Lebanon
Richard Micklewright - 541-258-7109

Frank J Martin
Lynnwood, WA
Gerald Martin - 206-523-9876

Precision Estimating
Vancouver, WA
Luke Strait - 1-866-827-1299
www.precisionestimating.com

Western Builders Supply
Billings, MT
Rick Friesen - 406-252-6309
www.wbsmontana.com

Western Building Center
Kalispell, MT
Doug Shanks - 406-257-7231
www.westernbuildingcenter.com

New On-Line Product Source Listing
WBMA is pleased to announce we now have a product source listing of our Supplier and Associate members on our website www.wbma.org To access click on the “Buyers Guide” tab in the upper right.

WBMA partnered with Strategic Value Media, a nationwide provider of print and digital media solutions for associations to develop the listing for our membership.

The 2015 version of the Guide features updated and expanded company and product listings in addition to other valuable information relating to the lumber industry. The Guide provides WBMA members and other industry professionals with an efficient way to browse for goods and services.

The Guide also offers lumber suppliers and companies exceptional visibility by showcasing their products and services to a targeted, industry-specific buyer group.

Thank you to our WBMA Members who took advantage of our Winter and Spring Professional Development Series

Angeles Millwork & Lumber - WA
BMC - ID

Builders Alliance - WA
Building Solutions - OR
Canby Builders Supply - OR
Carl’s Building Supply - WA
Chinook Lumber - WA
Conrad Building Center - MT
DeVoe’s Building Service - MT
Economy Supply Building Center - OR
Empire Building Materials - MT
Emnis Lumber Company - MT
Evergreen Lumber - WA
Frontier Building Supply - WA
Gray Lumber Company - WA
Hartnagel Building Supply - WA
JJ Building Supplies - ID
Kenyon Noble Lumber - MT
Knudson Lumber Company - WA
Larson Lumber Company - MT
Lincoln Creek Lumber - WA
Marson & Marson Lumber Company - WA
Milwaukie Lumber Company - WA
Mitchell Lumber Company - WA
Mountain Lumber & Hardware - WA
Nehalem Lumber Company - OR
Pacific Building Center - WA
Palmer Lumber Company - WA
ProBuild - MT
Oman & Son Builders Supply - WA
Tanglewilde Lumber - WA
Tum A Lum Lumber Company - OR
Vander Griend Lumber - WA
Western Building Center - MT
**2015 Officers & Board of Directors**

**President:**
Steve Kerr  
Kerr Ace Hardware  
Brookings, Oregon

**Vice Presidents:**
Charley Miller  
The Miller Lumber Company  
Bend, Oregon
Kimberly Akre  
The Pacific Building Center  
Blaine, Washington

**Past President:**
Mike Werner  
Builders Alliance  
Bellingham, Washington

**Board of Directors:**
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- Christina Buttz  
  International Wood Products
- Jason Crist  
  Spenard Builders
- Steve Dolan  
  Boise Cascade
- Kelly Fox  
  Lumber Traders
- Gene Gillett  
  Cascade Home Center
- Rod Hughes  
  BMC
- Rick Jensen  
  Bayview Building Materials
- Bill Kraut  
  Hadlock Building Supply
- Brett LaMar  
  Lake Chelan Building Supply
- Jeff Mancheni  
  Central PreMix / Oldcastle
- Scott Munson  
  ProBuild
- Jeff Newenhof  
  City Lumber
- Matt Petersen  
  Bayview Building Materials
- Jim Pruitt  
  Palmer Lumber
- Phil Schumock  
  Bayview Building Materials
- David Stordahl  
  Triple S Building Center
- Tom Stumpf  
  Western Wood Preserving
- Trent Withers  
  Withers Lumber Co.

**NLBMDA Director:**
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Coquille Supply

**Investment Committee Chairperson:**
Bruce Abel  
Don Abel Building Supply

**Suppliers Council Chairperson:**
David Shanda  
Huttig Building Products

**Professional Development Committee:**
Tom Rider

**Western Building Material Association**
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1-888-551-WBMA  
Fax: (360) 943-1219  
Website: www.wbma.org  
E-mail: wbma@wbma.org

**Executive Director:** Casey Voorhees  
**Office Manager:** Stephanie Masters

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**Steve Dolan - Boise Cascade Retiring July 1, 2015**

It is mixed emotions that we share the announcement of Steve Dolan electing to retire July 1, 2015. Steve has been a constant supporter of WBMA programs and has served in a leadership capacity during his year’s as Suppliers Council Chairman. Steve and Boise Cascade also were recognized in 2001 as WBMA’s Supplier of the Year. **He will be greatly missed!**

Steve has 42 years of service with Boise Cascade BMD in a variety of positions and locations. He joined BMD in 1973 in Spokane as a management trainee. After stints in outside sales and the lumber department, he went to the Idaho Falls retail yard. In 1979, Steve went to Rexburg, Idaho as the manager of the retail yard and managed the Kennewick, Washington retail yard in 1980, before becoming the manager of the Woodinville location in 1983. Steve is the longest tenured location manager at 32 years!

Steve has seen and done it all. Expansion, growth, community involvement, labor strikes, slow times, snow storms that collapsed warehouses, worked for many people, trained many associates, and all the other “non-regular things” that come with being a location manager. In addition, Woodinville BMD has been a consistent profit contributor to BMD under Steve’s direction. In 1983, Woodinville had 18 employees with sales of $18 million. Today, Woodinville’s sales exceed $100 million, with over 80 associates.

The most noteworthy legacy that Steve will leave is the relationship he has with associates. Steve is deservedly recognized and known for his love of people. His respect, care, concern, and encouragement for all associates are well known, and this exceptional approach has been the basis for Steve’s leadership over many, many years. Steve’s kindness, optimism, and his example will be sorely missed.

**ILM / PLM - WBMA Service Partner**

Indiana Lumbermens Mutual and Pennsylvania Lumbermens Mutual Insurance Company are WBMA’s endorsed carriers for your commercial insurance lines. Both insurers have been WBMA members for many years, exhibiting during our annual convention and contributing sponsorship assistance for our speakers and Link Scholarship Fund auctions. WBMA partners with ILM for our group safety dividend program, which provided a 10% return to our membership last year.

If you would like to receive a quote on your commercial insurance through our partnership with ILM or PLM, please contact Casey Voorhees at the WBMA office 1-888-551-9262 or casey@wbma.org.