2016 NLBMDA Legislative Conference

NLBMDA's Spring Meeting and Legislative Conference was held in April at the Renaissance Dupont Circle Hotel in Washington, DC. WBMA members attending included: WBMA President Charley Miller, Miller Lumber Company, Bend, OR; NLBMDA Board representative Bruce Abel, Don Abel Building Supplies, Juneau, AK and WBMA Members Curtis Jack, Coquille Building 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 industry policy priorities on Capitol Hill in Washington.

Bruce Abel, Senator Dan Sullivan (R-AK) and Casey Voorhees

WBMA welcomed briefings from Senator John Barrasso (R-WY) and Congressman Scott Tipton (R-CO-03). Attendees also had the opportunity to hear from top lobbyists from the National Association of Home Builders (NAHB) and the National Association of Manufacturers (NAM) as they shared their perspective on their industry agendas, what's in store for the remainder of the year and the impact of the upcoming elections on the housing and manufacturing sectors.

WBMA President Charley Miller with Representative Greg Walden (R-OR) and Curtis Jack.
2016 Link Scholarship Recipients
The selection committee is excited to announce this year's recipients among many qualified and deserving candidates. Each will receive $3,000 toward their college expenses.

Kenna Fosnacht - Rochester, WA  
Jared LaMar - Manson, WA  
Morgan Masters - Tenino, WA  
Kaycee O'Brien - Leavenworth, WA

The Link Fund is now in its 24th year and has awarded 91 scholarships totaling over $144,750.

The Link Fund receives its growth from the live and silent auction and raffle held during WBMA’s Annual Convention as well as other company contributions received throughout the year. The Link Fund has also grown through memorial contributions as industry members remember their colleagues and loved ones.

Thank you to everyone, past and present, who have supported our scholarship fund.

HUB International Delivers $3,000 Donation to Link Scholarship Fund
Last month, Paul Quandt of HUB International delivered a $3,000 donation check for the Link Scholarship Fund. HUB International’s Executive Team manned a dunk tank to raise donations at a cost of $20 per ball.

Mutual of Enumclaw also generously gave $500 towards their cause and at the end of the event, the team was just shy of their $3,000 goal but Kim Epple stepped up and donated the last $200.

Wonderful gestures and support of our industry, thank you again Paul and HUB International.

Safety Managers Workshop
The Safety Managers Workshop was held in Olympia on April 28th. The safety manager is essential in developing, implementing and maintaining a workplace culture that incorporates safety into day to day production.

Instructor Tom Rider provided attendees with information and methods to facilitate safety programs in their stores.

WBMA Offers Compliance Made Simple
WBMA has conducted several comprehensive on-site compliance assessments with positive response. The assessment includes an initial safety walk through, workplace hazard assessment, employee hazard communications and review of record requirements, OSHA 300 Logs, emergency and fire prevention action plans by WBMA Compliance Manager, Tom Rider.

Tom Rider has completed extensive training in regulatory compliance since joining the WBMA staff and is now a Certified Occupational Safety Specialist. His focus is on providing WBMA members with industry specific guidance to help provide a safe working environment and ensuring compliance.

Kyle Kincaid, Carl’s Building Supply in Port Hadlock, WA had this to say about his on-site assessment. “Tom's work has helped us build a safer workplace and I am happy that we got this done before a state/OSHA inspector visited. Thanks WBMA for offering this valuable service; I think it's one that no dealer can afford to pass up.”

Contact Tom Rider at tom@wbma.org for additional information.
Hartnagel Building Supply and Angeles Millwork Featured on Voices of America

Hartnagel Building Supply and Angeles Millwork & Lumber Co. will be the focus of a “Voices in America” segment on PBS that highlights the firm’s ties with the community. Lumber Traders Inc. is owned by its 48 employees since 2004.

Angeles Millwork & Lumber Co. marked a century in business in October 2006. Arnold and Debbie Schouten sold the company they had owned since 1984 to their employees in January 2004. They retired June 30, 2008.

The film crew was at both sites with Kelly Fox, who has been the company’s CEO since 2013 and is currently a WBMA Board Member.

The PBS segment will be 4 1/2 minutes long. “It will tell the story of why we do business and why we do what we do locally,” Fox said. “For us, it’s the connection to the place that we call home.”

Josh Bergesen, advertising coordinator, said “Voices in America” (hosted by James Earl Jones) plans a series of six segments that will focus on the national economic recovery around the U.S.

Rick Lierz Elected to NLBMDA Leadership Team

Congratulations to WBMA Board member Rick Lierz, President and CEO of Franklin Building Supply, Boise, Idaho. Rick was elected First Vice-Chair for the National Lumber and Building Material Dealers Association (NLBMDA) during their Board of Directors meeting on April 18th in Washington, DC.

Rick started in the industry at the age of 18. He earned his B.A. and J.D. from the University of Idaho and spent 12 years as an attorney specializing in business and construction law before returning to Franklin Building Supply 19 years ago.

Franklin Building Supply is headquartered in Boise and is a full service pro dealer with 16 profit centers across southern Idaho and northern Nevada, including lumberyards, door shops, truss and cabinet manufacturing, award winning design centers and is the 2016 ProSales Dealer of the Year.

WBMA’s Estimating Workshop

May 24th & 25th - Olympia, WA

This 2-day workshop will use real blueprints to learn basics by identifying lines, symbols and details while developing an understanding of elevations, floor plans, framing and sectional views. Attendees will also cover developing materials lists, roof systems, siding and exterior trim.

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.

Registration is enclosed and on our website at: www.wbma.org. Please don’t hesitate to call with any questions at 1-888-551-9262.

Kelly Fox with show producers

Rick Lierz, Senator Jim Risch (ID) and Casey Voorhees

Last workshop this spring
**Roundtable Updates**


Thank you to our dinner sponsors: Paul Quandt with Hub International and Dena Cordova Jack with BlueTarp Financial.

Roundtable Group 2 met May 4-6 in Portland, Oregon. WBMA members were pleased to host a Roundtable group from the Building Material Suppliers Association (BMSA) located in the Southeastern U.S. It was a unique opportunity for building material dealers from opposite sides of the country to share common issues and best practices.

The group had the opportunity to tour Weyerhaeuser’s sawmill operations in Longview, Washington.

Thank you to our dinner sponsors: Dena Cordova Jack with BlueTarp Financial and Sean Keely with Spruce Computer Systems.

WBMA’s Roundtable Groups provide building material dealers with opportunities to benchmark and share best practices with industry peers. Due to the non-competitive requirements companies are able to openly share financial, sales and operations information for comparison and profit improvement.

We have openings in both of our Roundtable Groups. If interested please contact Casey Voorhees, casey@wbma.org or 888-551-9262.