2019 NLBMDA Legislative Conference

NLBMDA’s Spring Meeting and Legislative Conference kicked off Monday, April 1st. This annual event focuses on bringing lumberyard owners and industry service providers to Washington D.C. to raise their collective voice on Capitol Hill.

WBMA members attending included: WBMA President Brett LaMar, Lake Chelan Building Supply, Manson, WA; NLBMDA Board Representative Eric Fritch and his wife Sharon Kiddle, Chinook Lumber Company, Snohomish, WA; WBMA Past President, Ed Waite, Builders FirstSource; WBMA Executive Committee Member and past NLBMDA Chairman Rick Lierz, Franklin Building Supply, Boise, ID; Bryant Jones and Dan Otero of Franklin Building Supply and WBMA Executive Director Casey Voorhees.

NLBMDA members participated in breakout sessions addressing Labor Policy and Regulations by Marc Freedman, VP of Employment Policy, U.S. Chamber of Commerce followed by Perspectives on U.S. Trade Policy and USMCA by Ken Monahan, Director of International Economic Affairs, National Association of Manufacturers.

Attendees received briefings from Congressman John Curtis (R-UT) and Jerry Howard, President/CEO of National Association of Home Builders on key issues before members went to Capitol Hill to meet with their legislators and key federal agency officials.

This event is an opportunity to join forces for the betterment of our industry, educate yourself on a variety of issues, participate in the legislative process and shape policy that can make for a better future.
The Science of Selling With Rick Davis
WBMA enlisted the services of noted industry speaker, Rick Davis, to provide a high-level sales training session February 12-13, in Portland, Oregon. Attendees received skills to measure the quality of sales calls, calculate the formula for future sales success and methodically run every sales appointment better than before. Due to inclement weather a number of people were not able to attend. We are planning to offer this session again next fall. Watch for information later.

Thank you to Disdero Lumber Company, Huttig Building Products and International Wood Products for hosting the evening reception.

Estimating and Intro Workshops
WBMA conducted our popular Estimating and Introduction to LBM Sales workshops this winter in Salem, Oregon and Olympia, Washington. These workshops are available to be conducted in-house for WBMA members. Contact the WBMA office if interested.

Group 3 Roundtable Meeting
WBMA’s Roundtable Group 3 met in Olympia, WA touring Simpson Door and Bayview Building Materials of Elma, WA.

During the meetings 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 groups, if interested please contact Casey Voorhees at the WBMA office 1-888-551-9262 or casey@wbma.org.
Building Material Marketing Course
WBMA partnered with several WBMA Supplier Members to provide attendees in-depth training on products they sell on a regular basis. Not only did they learn essential selling skills, but also practical applications of how products are used on the jobsite.

Thank you to the following Supplier Members for their time and product knowledge demonstrations.

- Boise Cascade - Mike Novak
- Central PreMix - Jeff Mancheni
- Huttig Building Products - Dave Shanda
- IWP - Christina Tremper and Dave Delony
- Jensen Distribution - Tom Peterson
- Paint Sundries Solutions - Shawn Fernandez
- Stella Jones - Phil Schumock
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Office Manager: Stephanie Masters

Canby Builders Supply Company Celebrates 70 Years!
The Morse family has a long history in the building supply and lumber industry, beginning with Clayton Morse who owned several lumber yards along the Oregon Coast in the 1930’s. His son, Dick and wife Carol Lee, purchased Canby Builders Supply in 1959 after seeing a small ad in the paper. The pair worked tirelessly side by side, Dick’s motto was “If the sun is up, the lumberyard is open.” The original location in downtown Canby was operated with a staff of just seven employees.

Dick and Carol Lee’s three children grew up in the store and have continued in the family tradition. Dick and Carol Lee’s daughter, Holly Rodway, and her husband, Jim, purchased Canby Builders Supply from her father’s estate in 2014 after retiring from their own careers in design and lumber wholesaling, respectively.

Today, Canby Builders Supply offers our customers over $2 million in inventory to choose from, and we follow our contractors wherever their jobs may take them across the Northwest. We buy millions of board feet annually from primarily Pacific Northwest sawmills and we proudly support American manufacturers by stocking as many U.S. made products as possible.

Our store supports over 30 local families by offering full time employment and benefits to our knowledgeable staff.

We strive to be the leading source for building supply and home improvement products in the Canby community by always offering the best products at fair prices and delivering an unmatched customer service experience. We seek to help our neighbors turn their dreams into reality.