Charley Miller, Miller Lumber Company Installed as WBMA’s 2016 President

On Wednesday, November 4th, Western Building Material Association installed its 2016 President, Charley Miller, Miller Lumber Company, Bend, OR.

Charley Miller, is President and co-owner of The Miller Lumber Company, a family business spanning three generations. Miller Lumber has been proudly serving Central Oregon for over a century with locations in Bend, Madras, Prineville and Redmond.

Charley a graduate of OSU, continues his father and grandfather’s strong community support through local organizations, donations and sponsorships. He himself is active in the Bend Chamber of Commerce and the Central Oregon Community College and its foundation.

Charley has served on WBMA’s Board of Directors, Executive Committee and as Vice President.

Other WBMA Members Elected to Office Include:

1st Vice President Kimberly Akre, Pacific Building Center - Blaine WA
2nd Vice President Trent Withers, Withers Lumber Company - Woodburn, OR

Executive Committeeman
Jeff Newenhof, City Lumber Company - Astoria, OR

NLBMDA Director
Bruce Abel, Don Abel Building Supplies - Juneau, AK

Board of Directors
Ryan Kline, Disdero Lumber, Portland, OR
Rick Lierz, Franklin Building Supply, Boise, ID
Ben Nesemeier, Lincoln Creek Lumber, Tumwater, WA
Jeff Newenhof, City Lumber Company, Astoria, OR
Matt Petersen, Bayview Building Materials, Olympia, WA
Phil Schumock, McFarland Cascade, Tacoma, WA
Christina Tremper, IWP, Tumwater, WA

We want to thank everyone who contributed and participated this year in raising money for the Link Educational Scholarship Fund. A huge Thank You to Jeff Mancheni of Central PreMix for helping with our Silent Auction and our Exhibitors for their generous auction prizes. WBMA's members helped raise over $10,700 during the Annual Convention. This year the Fund will be awarding four $3,000 scholarships. The deadline is March 25th.
Distinguished Dealer of the Year:  
**Curtis Jack - Coquille Supply**  
**Coquille, Oregon**

Curtis has served WBMA in many capacities. In addition to the WBMA Board of Directors and Executive Committee, he was the 1993 Young Westerners Club President, 2002 WBMA President, and just completed a three year term as WBMA’s representative to the National Lumber and Building Material Dealers Association’s Board of Directors.

Coquille Supply was started by Curtis’ father, Eldred Jack, in 1971. In 1985 Curt returned home to manage the business, and in 1990 purchased the company. Originally begun as a hardware store, Coquille Supply has expanded to become a full service lumberyard and home center, servicing professional builders, remodelers, and the DIY customer segments.

A third generation Oregonian, Curtis is a proud graduate of Oregon State University and holds a B.S. in Business Administration with a minor in Computer Science.

Prior to purchasing Coquille Supply, he trained as a fireman and a paramedic, and served as a captain for the fire service at the Riyadh Airport in Saudi Arabia. Upon returning home, he served on the Coquille Volunteer Fire Department progressing to the rank of captain, and also served the department and community as an EMT for 30 years before retiring.

In addition, Curtis has served as a director for Coquille Valley Hospital Board for 16 years, and helped to bring a new hospital to Coos County in 2009.

He is the immediate past president of the Chamber of Commerce, a long time board member and past president of the Lions Club, and was elected to the Coos County Rural fire Board in 2015, and is involved in many other community endeavors. Coquille Supply was honored as the Chamber of Commerce Business of the year in 2014, which is a testament to Curt’s fundamental belief of community service and giving back to the community.

Supplier Member of the Year:  
**Boise Cascade**

Boise is recognized globally as an industry leader for their innovations in utilizing wood fiber and technology to manufacture sustainable building products.

They are well represented throughout WBMA’s 5-state region with distribution centers in Billings, Boise, Idaho Falls, Spokane, Vancouver, Woodinville and Yakima, servicing a wide range of our membership.

Boise has been a long-time supporter of our membership and WBMA activities. Over the course of a year their involvement is exemplary. In addition to participating in our Annual Convention, they regularly contribute to our efforts in raising money for our Link Scholarship Fund.

They support our employee training efforts as well, instructing product knowledge sessions on EWP for our annual Building Material Marketing Course, sponsoring lunches and PK for other training events and supplying us with layout scales for the estimating workshops we conduct.

Their assistance is always appreciated by the WBMA staff and extremely beneficial for our efforts.

**Left: Mike Carver, Jerry Gaukroger, Steve Dolan, Matt Bettilyon and Steve Ferguson of Boise Cascade**
Lake Chelan Building Supply Receives Local Chamber Business Award
Lake Chelan Building Supply was recognized in November as the 2015 Lake Chelan Chamber of Commerce Business of the Year.

Congratulations to Brett LaMar and his outstanding group of employees. We wish them well in their rebuilding process of their new store.

WBMA Recognizes Two New Members to The 40 Year Club

Jim Pruitt, Palmer Lumber - Chehalis, WA
Jim has served as a YWC Trustee, on WBMA’s Board of Directors and supported WBMA’s programs and activities for many years.

Jim started in the industry after graduating from high school working for a little yard in Belfair. After a time he moved back to the Bremerton area and went to work for Parker Lumber Company. Jim later took a position with Evergreen Lumber Company and then in 1986, accepted the manager position for Palmer Lumber in Chehalis, WA

Steve Dolan, Boise Cascade - Woodinville, WA
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 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!

If you know of someone that has been in our industry for over 40 years, please contact the WBMA office at 360-943-3054, we would love to recognized their extraordinary accomplishment.

Professional Development Committee Announces New Series:

3 Part Leadership Series

Session 1 - January 26-27, 2016 - Location TBA
Customer Service and Sales Management – Focus on proving exceptional customer service and work with others to increase customer satisfaction. Attendees will also have the opportunity to network with fellow industry professional during roundtable discussions and industry tours.

Session 2 - October 2016
Financials of Non-Financial Managers
Regardless of the department they are overseeing, all managers require an understanding of the financial factors affecting your business to effectively contribute to the bottom line. This conference will establish a general understanding of the basics including: Profit and Loss statements, inventory control, key financial ratios etc.

Session 3 - Winter 2017
The Executive Imperatives will address six cornerstones of excellence in leadership.

Contractors Sales Course
January 28, 2016 - Olympia, WA
Instructor Bill Sharp will provide proven, ready-to-use ideas to increase sales and profits by teaching skills to find new accounts, sell quality over price and cross sell additional products to established accounts.

Management of Special Order Processing
February 23, 2016 - Olympia, WA
Instructor Ken Wilbanks will bring 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.

Yard and Operations Managers
February 24-25, 2016 - Olympia, WA
The Yard & Delivery Managers Workshop devotes 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.
WBMA Offers Compliance Made Simple
WBMA is excited to offer a comprehensive on-site compliance assessment which includes an initial safety walk through, workplace hazard assessment, employee and employee hazard communications and review of record requirements, OSHA 300 Logs, emergency and fire prevention action plans to name a few.

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

WBMA can also prove ongoing support for regulatory compliance and employee safety in numerous areas such as:
- DOT Compliance
- Hazard Remediation
- Record Keeping/Document Review
- Continue OHA 300 reporting
- New hire Training
- Safety Committee Meeting and Presentations
- Quarterly Inspection….

"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."

Kyle Kincaid - Carl's Building Supply

A Partner to Support Your Employment Background-Checking Needs
Every hire is a FINANCIAL TRANSACTION; Since 1986, RefCheck® has been the partner of choice for organizations that understand that EVERY HIRE, regardless of the level in the organization, is a financial transaction. Vetting those investments—and their likely ROI—is part of a robust due-diligence process that stellar employers undertake in partnership with RefCheck®.

Their service offerings are broad, in order to meet the needs of employers, board search committees, and investors. The Executive Profiles (executive background checks) were developed and designed for key-role positions to provide our clients with the tailored, deep, and broad information they need. Their team consists of leaders in their own right who have deep understanding of business, management, talent-acquisition, organizational challenges, and position benchmarking, making them able to leverage this expertise to quickly earn the respect of and fully engage senior-level references, while serving as an excellent representative of their client companies.

Contact WBMA at 360-943-3054 or casey@wbma.org for more information.

PLM/ILM Announces Dividend
We are pleased to announce that the PLM/ILM Board of Directors has approved a 2% dividend to the participating members of the WBMA Safety Group Dividend Plan. The final calculation resulted with group loss ratio of 30.35% giving the plan participants a 2% dividend for the January 1, 2014 to December 31, 2014 plan period.

PLM/ILM is happy to be returning a dividend to the WBMA members for the fourth consecutive year. Checks were recently mailed directly to participants.

If you are not a PLM insured through WBMA’s group dividend program and would like details of how you can be included, please contact Casey Voorhees at the WBMA office 360-943-3054 or casey@wbma.org

WBMA’s Website Offers Compliance FAQs
Visit WBMA’s website under the Regulatory and Industry Resources tabs for common questions and answers regarding regulatory compliance requirements such as HazCom, DOT, safety meetings, etc. Also check the Industry Resources tab for some useful links to industry information.

www.wbma.org
Thank you to the Following WBMA Members for Participating in the Raffle, Silent and Live Auctions to Support the Education Link Scholarship Fund. Contributions During This Year’s Event Raised $10,700 for Our Fund.

Bruce Abel, Don Abel Building Supplies
Jason Allen, IWP
Allweather Wood
Kimberly Akre, Pacific Bldg Center
Bryan Ashbaugh, Matheus Lumber
Melissa Bazala, Builders Hardware
Bell-Anderson Insurance, George Kupets
Jim Bichler, Boise Cascade
Boise Cascade
Blair Buchanan, Allweather Wood
James Brebner, Western Wood Preserving
Builders Hardware & Supply
Mick and Betty Bush, Bayview Building Materials
Dana and Stephanie Cowart, Tum A Lum Lumber
Central Pre-Mix
Jason Crist, Spenard Builders Supply
Aaron Davis, Builders Hardware
Steve Dolan, Boise Cascade
Earl Downing, DMSi
Exterior Wood
Federated Insurance
Steve Ferguson, Boise Cascade
Shawn Fernandez, Paint Sundries Solutions
Roger Fouts, Withers Lumber
Kelly Fox, Lumber Traders
Eric Fritch, Chinook Lumber
Jerry Gaukroger, Boise Cascade
Jay Gittins, IWP
Dan Grady, Spruce Computers
Doug Harrison, Central PreMix
Horizon Distribution
Huttig Building Products
International Wood Products
Curtis Jack, Coquille Supply
Rick and Vivian Jensen, Bayview Elma
Steve Kerr, Kerr Ace Hardware
Bill and Elena Kraut, Hadlock Building Supply
Brett Lamar, Lake Chelan Building Supply
Bill & Jean Mackie, Madison Lumber Co.

Jeff Mancheni, Central PreMix
Heidi Meany, Boise Cascade
McFarland Cascade
Charley Miller, Miller Lumber Company
Scott Munson, ProBuild
Don Myers, Boise Cascade
Paul Needham, Horizon Distribution
OrePac Building Products
Pennsylvania Lumbermens/Indiana Lumbermens Inc
Jeff Peterson, Western Wood Preserving
Tom Peterson, Jensen Distribution
Jason Pickelsimer, IWP
ProBuild
Jim Pruitt, Palmer Lumber Co.
Mitch Ruska, Withers Lumber Co.
Paul Rust, Huttig Building Products
Jim Sakai, Exterior Wood
Tanya Sanger, Federated Insurance
David Shanda, Huttig Bldg Products
Michele Skyles, Disdero Lumber
David Stordahl, Triple S Building Center
Tom & Sandy Stumpf, Western Wood Preserving
Don Sumpter, Canby Builders
Jeff Swan, Evergreen Lumber
Tom and Christina Tremper, IWP
Cameon Viebrock, Lake Chelan Building Supply
Dan Walker, Horizon Distribution
Ed Waite, ProBuild
Weatherly’s Inc.
Dennis McWhirter, Exterior Wood
Tom Weber, Levee Lumber
Mike Werner, Builders Alliance
Trent and Katy Withers, Withers Lumber Co
Matt Wittscheibe, McFarland Cascade
Bill and Barb Young, The Stewart Lumber Co

Memorium: Vernon Eugene Greer
WBMA’s 40 Year Club Member
Born May 14, 1915, rushed to meet his bride of 80 years at Heaven’s Gate in time for happy hour, Friday, November 13th, 2015. Shirley A. Greer left for heaven only 22 days earlier.

Vern worked for Limback Lumber and in 1953 started his own business, Greer Lumber, with partner, Vern Thomas. He bought him out some time later, so his son, Jim, could take over the reins. Vern was steadfast, smart, and consistent in all that he achieved. Vern stayed active playing golf most of his life at golf courses around the world, though Sand Point Country Club and Kauai’s courses remained his favorites. Vern’s last big party was his 100 year birthday celebration, but his life was peppered with good times dancing with Shirley, happy hours, attending parties, celebrating family, attending Mass, eating at Canlis for Anniversaries, and having his feet rubbed.

Memorial service was held Friday, November 20, 2015 at Holyrood Cemetery. Hoffner Fisher & Harvey Guest Book at harveyfuneral.com
Thank You to the Following WBMA Members for Their Support of the 113th Annual Convention

Allweather Wood
Bell-Anderson Insurance
BlueTarp Financial
Boise Cascade
Builders Hardware & Supply
Central PreMix/Oldcastle
Disdero Lumber
DMSi Software
Exterior Wood
Federated Insurance
HIAB USA Inc.
Horizon Distribution
Huttig Building Products
IWP
Jensen Distribution
Lincoln Industrial
McFarland Cascade
OrePac Building Products
Paint Sundries Solutions
Penns Lumbermens Ins/
Indiana Lumbermens
Simpson Lumber
Spruce Computers
V & H, Inc.
Western Wood Preserving

Thank You Convention Sponsors

Premium Sponsors
Bell-Anderson Insurance Agency
Boise Cascade Building Materials
Huttig Building Products
Indiana Lumbermens Mutual Insurance
International Wood Products
OrePac Building Products
Pennsylvania Lumbermens Mutual Insurance
Weatherly’s, Inc.

Sponsors
Allweather Wood LLC
Builders’ Hardware & Supply
Degginger McIntosh & Associates
Empire Building Materials
HUB International Northwest
Lumbermens Merchandising Corp
McFarland Cascade
Ten Capital Investments
Western Wood Preserving