Steve Kerr, Kerr Ace Hardware
Installed as WBMA’s 2015 President
On Thursday, November 6th, Western Building Material Association installed its 2015 President, Steve Kerr, Kerr Ace Hardware, Brookings, OR.

Bob Kerr and his brother-in-law opened Kerr Ace Hardware in 1951. Bob soon bought the business as sole owner and it continues to operate as a family-run business with his two sons, Tom and Steve.

Steve worked in the store during his school days at Brookings Harbor High School and moved right into his place in the business when he graduated in 1975. Steve and his family celebrated 50 years in business in 2002 with a grand reopening of their newly remodeled store.

Steve was active in the Young Westerners Club and has served as a WBMA Board of Director and Executive Committeeman. Steve enjoys restoring old cars and recently completed a Camaro. He is now in the process of restoring a 1974 Volkswagen Thing. Steve has 3 daughters: Stephanie, Crystal and Jill.

Other WBMA Members Elected to Office Include:
1st Vice President Charley Miller, The Miller Lumber Co. - Bend, OR
2nd Vice President Kimberly Akre, Pacific Building Center - Blaine WA

Executive Committeeman
David Stordahl, Triple S Building Center - Butte, MT

Board of Directors
Jason Crist, Spenard Builders Supply - Palmer, AK
Kelly Fox, Lumber Traders - Port Angeles, 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 Jason Behunin of ProBuild whose name was drawn as the winner of the $500 Link Fund raffle and chose to donate his prize back to the Link Scholarship Fund.

WBMA's members helped raise over $8,500 during the Annual Convention. This year the Fund will be awarding four $3,000 scholarships. The deadline is March 20th.

Thank you to Gayle Denman for the extra help and great pictures!
Distinguished Dealer of the Year:  
Tom Sliter - Sliters Lumber  
Somers, Montana

Tom has served WBMA as a member of our Board of Directors and Executive Committee since 2001. Tom stepped down from our Board last year, but has continued his involvement in the association, along with his son Andrew by participating in our Roundtable Management Group.

Sliters was founded by Everit and Neils Sliter in the railroad town of Somers in 1924. The town produced railroad ties for the James Hill railroad that stretched from Chicago to Seattle.

Over the years, Sliters has added a full service building supply in the town of Big Fork and a hardware store in nearby Lakeside.

With 3 locations in somewhat less populated areas, they have a long history volunteering and providing financial support for the communities in which they operate. Kid’s athletic programs, civic groups and local schools all benefit.

Sliters has annually been involved with building unique themed playhouses that are displayed at the Flathead Home and Garden show. The playhouses are raffled off with all proceeds benefiting “The Nurturing Center”, a family resource center which provides programs and services to support the needs of families.

The town of Somers is one of the Flathead Valley’s oldest towns, and Tom has been very dedicated to preserving the town’s history. Through his volunteer efforts with the “Somers Company Town Project” they have been raising funds to restore a historic steam locomotive and pavilion to house it.

Tom enjoys spending time with family, church and travel. Tom and his wife Ralene have four children. Andrea, Laura, Andrew and Linda. Son Andrew is active in the business.

Supplier Member of the Year:  
International Wood Products  
Tumwater, Washington

International Wood Products began as the purchase of the Conifer Pacific distribution center in Clackamas, Oregon in November 1994. With the purchase of Conifer, the goal in creating IWP was to change the focus from mainly commodity items to a broad range of both commodity and specialty products, diversifying the overall product mix. This commitment to a diverse product mix continues today, over 16 years later.

In 1998 IWP was positioned to expand, and made the decision to purchase the assets of Foster's Wholesale in Medford. The Medford distribution center has enabled IWP to gain new sources of supply, and to grow the original vision started only years earlier.

By 2008 IWP was prepared to expand further, opening a branch in Tumwater to serve the Washington market.

In 2010, Doug Hart purchased a majority interest in IWP and became CEO with Dave Stelle assuming the role of President. While the ownership structure changed, IWP’s commitment to service remains the same. IWP continues to expand its customer base and product mix and is today one of the premier building material distributors in the Northwest.

Jason Allen and Christina Buttz of IWP have been avid supporters of WBMA with their participation in our Conventions, Suppliers Council and instructing product knowledge sessions for our Building Material Marketing Course.

Christina was also active in our Young Westerners Club and served as its President in 2003. She continues her support as a member of WBMA’s Board of Directors.

Casey DeSousa, Jay Gittins, Christina Buttz and Dave Stelle of International Wood Products Tumwater, WA.
Bill Lee kicks off WBMA’s Convention

Tom Boyd - Marson & Marson with Mike Isaman - Cargotec

Kerr Family - Linda Kehr, Stephanie Kerr, Phyllis Kerr, WBMA 2015 President Steve Kerr and industry friend Pat Jacobsen

WBMA Executive Committee member Brett Lamar - Lake Chelan Building Supply with attendee Cameon Viebrock (center) and spouse Beverly Lamar

WBMA’s 2014 Distinguished Dealer of the Year Tom Sliter and spouse Ralene Sliter

Above: Jeff Mancheni - Central PreMix, Earl Downing - DMSi and Eric Fritch - Chinook Lumber

Below: Past Presidents Bob Jacobsen and Bob Kerr

Above: Jim & Jeanne Pruitt - Palmer Lumber with Jeff Peterson - Western Wood Preserving

Below: Tom Rider Blue Tarp Financial with Earl Downing DMSI

McFarland Cascade: Phil Schumock, Matt Wittsiebe and Brian Bowen
President Mike Werner - Builders Alliance welcomes 2015 President Steve Kerr - Kerr Ace Hardware

Attendees participate in education programs

Jeff Mancheni evening MC with Silent Auction winner Bob Kerr, prize donated by Steve Dolan - Boise Cascade

Past Presidents Bob Perrin and Carl Van Well.

Past Presidents Bruce Abel and Curtis Jack

President Mike Werner receives Presidents award from Past President Bill Mackie

Left:  Dr. Bill Conerly provides an economic outlook to conclude WBMA’s Convention

Right:  new WBMA member Wayne Kinberg of Lincoln Industrial.

Adam and Kimberly Akre - Pacific Building Center network with WBMA Supplier Tom Stumpf - Western Wood Preserving (right)
Professional Development Committee
Announces Winter Programs:
(complete registration available at www.wbma.org)

Introduction to Building Material Sales
January 20, 2015 - Salem, OR
March 16, 2015 - Bozeman, MT
Basic understanding of building material operations, product usage in residential construction and customer service basics.

WBMA's Estimating Workshop
January 21-22, 2015 - Salem, OR
March 17-18, 2015 - Bozeman, MT
Residential construction methods and material take-offs.

Management of Special Order Processing
January 27, 2015 - Olympia, WA
January 29, 2015 - Eugene, OR
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.

Merchandising for Lumber & Building Material Dealers
January 28, 2015 - Eugene, OR
Ken Wilbanks engages 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.

This program will also include a tour of Jerry’s Home Improvement Center who demonstrate high standards for effective merchandising in our industry.

IWP Hosts Open House
International Wood Products opened their Tumwater location in 2008 to better service their Washington market. They recently celebrated an Open House with 25 vendors, great food, live music and numerous prize drawings. Over 30 retail companies participated and joined a reception at the Red Lion to conclude the evening.

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 $8,500 for Our Fund.

Bruce Abel, Don Abel Building Supplies
Allweather Wood
Adam & Kimberly Akre, Pacific Bldg Center
Jason Behunin, ProBuild
Bell-Anderson Insurance, George Kupets
Boise Cascade
Tom Boyd, Marson & Marson
Paul Brown, Silters
Blair Buchanan, Allweather Wood
Builders Hardware & Supply
Christina Buttz, International Wood Products
Central Pre-Mix
Jason Crist, Spenard
Mike Dawson, Horizon Distribution
Gayle Denman
Steve Dolan, Boise Cascade
Earl Downing, DMSi
Franc Douwes, Chinook Lumber
Richard Erickson, Horizon Distribution
Exterior Wood
Federated Insurance
Shawn Fernandez, Paint Sundries Solutions
Chad Feverborn, Disdero Lumber
Roger Fouts, Withers Lumber
Kelly Fox, Lumber Traders
Eric Fritch, Chinook Lumber
Doug Harrison, Central PreMix
Huttig Building Products
International Wood Products
Mike Isaman, CargoTech
Curtis Jack, Coquille Supply
Bob & Pat Jacobsen
Dan Kane, V & H
Bob & Phyllis Kerr, Kerr Ace Hardware
Steve Kerr, Kerr Ace Hardware
Wayne Kinberg, Lincoln Industrial
Brett Lamar, Lake Chelan Building Supply
Rick Lierz, Franklin Building Supply
Bill & Jean Mackie, Madison Lumber Co.
Jeff Mancheni, Central PreMix
McFarland Cascade
Jeff Neuenhof, City Lumber Co.
OrePac Building Products
Pennsylvania Lumbermens/Indiana Lumbermens Inc
Bob & Becky Perrin
Jeff Peterson, Western Wood Preserving
Tom Peterson, Jensen Distribution
ProBuild
Jim Pruitt, Palmer Lumber Co.
Tom Rider, BlueTarp Financial
Roseburg Forest Products
Paul Rust, Huttig Building Products
Greg Schmidt, Simpson Door
Phil Schumock, McFarland Cascade
David Shanda, Huttig Bldg Products
Tom Sliter, Silters Lumber and Building Supply
Andrea Sliter, Slitters Lumber and Building Supply
Dave Stele, International Wood Products
Tom & Sandy Stumpf, Western Wood Preserving
Jeff Swan, Evergreen Lumber
Paul Thorne, LMC
Andrew Tyner, HPM
Carl & Patty VanWell, Van Well Building Supply
Sid & Hand Voorhees
Ed Waite, ProBuild
Weatherly’s Inc.
Tom Weber, Levee Lumber
Mike Werner, Builders Alliance
Thank You to the Following WBMA Members for Their Support of the 112th Annual Convention

Allweather Wood
Bell-Anderson Insurance
Boise Cascade
Builders Hardware & Supply
Central PreMix/Oldcastle
Disdero Lumber
DMSi Software
Federated Insurance
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
PreBuilt ML
Roseburg Forest Products
Simpson Door Company
V & H, Inc.
Western Wood Preserving

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Indiana Lumbermens Mutual Insurance
International Wood Products
OrePac Building Products
Pennsylvania Lumbermens Mutual Insurance
Weatherly’s, Inc

Silver
Allweather Wood LLC
Cascade Capital
Lumbermens Merchandising Corp
McFarland Cascade
Ten Capital Investments

Bronze
Builders’ Hardware & Supply
Empire Building Materials
Western Wood Preserving
WBMA’s
Educational Link
Scholarships $3,000

Scholarship applications are now available for the 2015/2016 school year. For additional information and applications, please contact the WBMA office at 1-888-551-9262 or visit WBMA’s website at www.wbma.org and click on the scholarship tab.

Deadline is:
March 20, 2015

An eligible candidate is:
An employee with 3 years’ full-time employment with a WBMA member firm or a dependent of an employee who has three years’ employment with a WBMA member firm.

Will have a high school diploma or equivalent by August 1, 2015.

Is attending or plans to attend an accredited two-year or four-year school of higher education or an accredited vocational school.