David Stordahl, Triple S Building Center Installed as WBMA’s 2020 President

WBMA held its Annual Convention November 12-14 at the Embassy Suites in Tigard, Oregon. Members from our five state region gathered for education, networking, member recognition and a lot of fun.

Our attendees received an update on major housing markets, changes and trends along with state level forecasts for starts and permits. Federated Insurance addressed ways to find quality applicants and establish strong and consistent hiring practices to distinguish you as an “employer of choice”. Attendees also learned some strategies that an aging industry faces while helping to strategically plan and adapt to a younger workforce, sales team, and customer. Our members then came together for an extraordinary evening of fun and golf at Hillsboro Top Golf.

During the Convention, WBMA installed President, David Stordahl, Triple S Building Center in Butte, Montana. David is co-owner of Triple S Building Center, a family business that has serviced the Butte and Southwest, Montana community for over 30 years. Triple S Building Center was formed by Milo, Phyllis, David and Douglas Stordahl in February 1988. After a complete remodel, they celebrated a grand opening in September that same year.

With lots of hard work and dedication, their business grew. They purchased more property and in 2013, remodeled the main store exterior and added a large storage building. Watching customer dreams come true is the best part of running this family business say the Stordahls. The business that began with 10 employees has grown to provide full time jobs for 36 workers plus two part-time positions. To learn more about Triple S Building Center, visit their website at www.triple-s-bld.com and follow Triple S on Facebook, Pinterest and Twitter.

Other WBMA Members Elected to Office Include:
1st Vice President Rick Jensen, Bayview Building Materials - Elma, WA
2nd Vice President Jeff Newenhof, City Lumber Company - Astoria, OR

Executive Committee
Dana Cowart, TAL Holdings, LLC - Hood River, OR
Scott Munson, Builders FirstSource - Tacoma, WA

Board of Directors
Matt Bettilyon, Boise Cascade - Woodinville, WA
Dana Cowart - TAL Holdings, LLC - Hood River, OR
Shawn Fernandez, Paint Sundries Solutions - Kirkland, WA
Rod Hughes, Building Materials Holding Corp - Idaho Falls, ID
Brent Lenssen, Vander Griend Lumber Company - Lynden, WA
Scott Munson, Builders FirstSource - Tacoma, WA

December 2019
2019 WBMA President’s Award
Carl’s Building Supply - Chimacum, Washington

Carl’s Building Supply was established on Marrowstone Island in 1947 by Carl Johnson after he returned home from 4 years of war in the Pacific. But the Johnson family’s roots in Jefferson County go back much further than that.

Carl’s father Harry was born in Port Ludlow in 1889 and shortly thereafter the family moved to Nordland on Marrowstone Island, where Harry’s father Karl went into business digging clams and rowing them across the bay to Port Townsend. Harry established the Nordland Trading Co. in 1923 and built a store on the banks of Mystery Bay directly in front of his house.

Since there were no dependable trucking companies which would deliver freight to the island, Harry began making weekly trips to Seattle by boat. A warehouse was built next to the store in 1925 to hold the sacks of feed and crates of goods he bought from Seattle wholesalers.

When Carl Johnson, Harry’s son, was discharged from the Navy in 1946, he returned to Nordland and his father turned the clam and trucking business over to him.

Local contractors sometimes asked Carl to haul in lumber and other building materials on his return trips from Seattle. Eventually, in 1947, he began to stockpile some of these supplies. After the bridge was built over the Portage Canal, the materials were moved to the present location of Carl’s Building Supply in Port Hadlock-Chimacum, on the site of a blacksmith shop, where the store building was built in 1962. Since then, many improvements have been made to the property which now covers 8 acres and includes more than 50,000 square feet of covered storage.

Carl turned over the reins of his lumberyard to his son Lawrence Johnson in 1992, who continues the focus on serving the area’s contractors and owner/builders. Much like WBMA, Carl’s has continually evolved over the years to meet the changes in the industry. Through the efforts of an outstanding and dedicated crew, they are industry leaders in operational efficiencies and strive to be experts at fulfilling their customer’s needs.

On hand to accept from Carl’s was Tom Rider, VP of Operations; Courtney Hoppe, Inventory Control Manager and Corey Blake, Yard Manager.

Thank you to our WBMA Members for Participating in the Raffle and Silent Auction to Support the Link Educational Scholarship Fund. Contributions During This Year’s Event Raised $4,000 for Our Fund.

We want to thank everyone who contributed and participated this entire year in raising money for the Link Educational Scholarship Fund.

This year the Fund will be awarding five $4,000 Scholarships. We encourage our members to promote the scholarship program and have available a poster to display at your location.

The deadline is March 20th

Application and poster on our homepage at www.wbma.org.
**WBMA’s Winter Workshops**  
January 20-21, 2020 - Seattle, WA  
*Estimating Workshop*  
WBMA’s Executive Director, Casey Voorhees, will provide 2 full days of instruction and discussion of residential construction methods, blueprint reading and material take-off. Attendees will receive hands-on experience figuring an actual set of working drawings.


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**Salem, Oregon Workshops:**  
Intro to BMS - February 25, 2020  
Estimating Workshop - February 26-27, 2020  
Registrations available at [www.wbma.org](http://www.wbma.org)

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**Attention Dealer Members!**  
January 22, 2020 - Seattle, WA  
*A Sales Playbook For LBM Dealers Only*  
Rick Davis provides answers by delivering cutting edge measurements of sales science. He will draw from theories in his latest book, *Sales Economics*, and bring to your people a passion and expertise that inspires change, self-accountability, and a commitment for personal growth.

*Rick has created this program specifically to ensure past attendees to his sessions walk away with something new.*

The Sales Huddle is to sales planning like the film room is to game planning for a winning athletic team. This planning session provides measurements of prospecting, closing ratios, sales activity, and other key performance indicators for success.

*This program is great for managers to attend along with their salespeople. No more guess work!*

1. Measure Performance Statistics that Produce Results  
2. Make the Right Adjustments During Sales Competition  

Visit [www.wbma.org](http://www.wbma.org) for registration information

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**Attention Supplier Members!**  
January 23, 2020 - Seattle, WA  
*A Sales Playbook for Vendors Only*  
Rick Davis, the leading sales trainer in our industry, designed this program to cater to the specific challenges of our vendors. He will draw from his extensive experience working with LBM dealers, manufacturers, and wholesale distributors to provide a successful vendor playbook. This session includes theories from his new book, *Sales Economics*, which illustrate measurements every vendor must track to create predictable sales success.

The vendor-reseller relationship is the most complex in the construction supply chain. Come away with lasting results:

- Write a Strategic Sales Plan that Works  
- Define the Factors of Commitment that Predict Success  
- Create an Army of Committed Salespeople  
- Discover the Keys to Building Pull-through Demand

*This workshop is for salespeople and managers who want to become the product supplier of choice.*

You will receive an insightful look at the perceptions your customers have of you and walk away able to differentiate your performance from competitors as well as gain creative measurements that produce predictable future sales results.

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**Washington Members:**  
**WBMA is Your One-Stop-Shop!**

There's never been a time like now to get insurance quotes. There's no need to go to multiple agents to access the entire marketplace.

Through our partnership with Bell-Anderson Insurance Agency, WBMA now has access to nearly every carrier and trust in Washington including the MBA, BIAW, AWB, and more. This is a great opportunity to make sure you have the best price and coverage available as well as support WBMA.

Simply contact George Kupets at Bell-Anderson at georgek@bell-anderson.com or 1-206-465-3298.
WBMA Presidents: 2019 President Brett LaMar, Executive Director Casey Voorhees, Trent Withers, Curtis Jack, Bruce Abel, Kimberly Akre, Steve Kerr and Ed Waite.

Scott Munson, Builders FirstSource with Greg Schmitt of Simpson Door

Past President Trent Withers presents Gavel Award to outgoing President Brett LaMar

Joost Douwes of Chinook Lumber with Mike Dawson and Paul Needham of Horizon Distribution

Above: Jeff Newenhof, City Lumber with Kristine Plante and Tom Peterson of Jensen Distribution

Above: Joe Odell of Madison Lumber Alaska with HIAB

Right: Disdero Lumber

Above: 2019 WBMA President Brett LaMar
WBMA Board Meeting

Great night at Top Golf! Tons of food and fun for everyone

Steve Kerr, Kerr Ace Hardware with Doug Harrison of Central PreMix
WBMA held its 3rd Women in LBM Conference following the WBMA Convention in Tigard, Oregon. Forty-three (43) attendees representing retailer and supplier members from our association came together to share and gain knowledge from each other’s experiences and learn effective communication methods that help interactions with different generations and personalities.

Our facilitator, Katie Bodiford, Executive Vice President of the Construction Suppliers Association in Atlanta, Georgia, welcomed the attendees, aided discussions and presented a segment on “The Ripple Effect”.

Our speaker, Teresa Howes - President of True North Leadership, is a licensed training and development consultant with more than 20 years of business experience who believes in the power of people. She addressed individual leadership styles and core value contributions utilizing the Core Values Index. In depth discussions followed on ways to effectively manage conflict and healthy collaboration.
Washington: Workers’ Comp Insurance Prices Dropping for the Third Year in a Row

For the third year in a row, the price of workers’ compensation insurance is dropping in Washington. The Department of Labor & Industries (L&I) announced a 0.8% decrease in the average amount employers will pay for the coverage in 2020. L&I cut rates by 5% in 2019 and 2.5% in 2018.

Under the lower 2020 rate, employers will pay an average of about $15 less per employee for a year of workers’ compensation coverage. As a result of the reduction, as a group, employers will pay $21 million less in premiums next year.

Workers will see a very small increase in what they pay for workers’ comp insurance because the average wage for workers in Washington has gone up. The new rates take effect the first of the year.

Preparing for the New DOL’s Overtime Rule with NLBMDA Members-Only Webinar

In September, the U.S. Department of Labor’s Wage and Hour Division (WHD) published a final rule to make 1.3 million American workers newly eligible for overtime pay.

Prepare for how this rule could impact your business in the new year with NLBMDA’s Webinar: Preparing for DOL’s New Overtime Rule. Hosted by NLBMDA Director of Government Affairs Kevin McKenney, the webinar reviews specific changes made to Overtime regulations. McKenney offers guidance and preparation tips for the new rule’s implementation and provides how-to scenarios tailored to issues that may arise for LBM dealers, like you!

Use link below to watch this exclusive, members only webinar

https://smithbucklin.zoom.us/recording/play/gfFOG-TzG69mhfTLcAdD0p2pW4xdZX3PkttdS4DHpI3ESX8h8UJRQf40Y1zfM0m?startTime=1573758083000

Congress Expresses Support to Resolve OSHA Crane Rule Exemption Letter

NLBMDA continues to advocate on behalf of the LBM industry and the ongoing issue of OSHA’s letter of interpretation (LOI) on the material delivery exemption. Recently, NLBMDA staff went to Capitol Hill and met with congressional offices to brief them on the issue and communicate the urgent need to address the letter.

In conversations with senior staff, NLBMDA expressed concern for OSHA’s actions to date on the issue, and the need for Congress to take action. Staff was very receptive to the issue and pledged to assist the industry where possible. There will be some additional updates on congressional action shortly.

Members with questions can contact Kevin McKenney at kevin@dealer.org.

Thank You to the Following WBMA Members for Their Support of the 117th Annual Convention

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