**2015 Link Scholarship Recipients**

This year’s recipients will each receive $3,000 toward their college expenses. Thank you to everyone, past and present, who have supported our scholarship fund. See enclosed flyer for recipient profiles.

- **Dakota Buhler** - Dallas, OR
- **Madeleine Flynn** - Olympia, WA
- **Lindsay Meany** - Woodinville, WA
- **Alec Walsh** - Olympia, WA

**Annual Convention November 3-5 / Tulalip Resort**

This year’s Annual Convention will be November 3-5 at the Tulalip Resort in Marysville, WA. Wednesday’s educational programs feature Bill Sharp with *Building a Championship Team* and *Profitability Boot Camp*. We are excited to present luncheon speaker David Brooke to address Gratitude Leadership.

The Table Top Reception will open at 5:00 pm followed by dinner at 7:00 pm including a silent auction, raffle and live auction to benefit the Link Scholarship Fund as well as welcome WBMA’s new leadership.

Thursday morning November 5th breakfast keynote Dr. Edmond Seifried will provide an Economic Update.

**Building a Championship Team with Bill Sharp**

_Absolutely stunning championship employee teams exist all over the country…_ The great part? You don’t need an MBA or PhD in psychology to be the kind of coach that turns a “fairly good” team into high performance winners. Learn how to find good people and work on tips to keep them.

**Luncheon with David Brooke - The Brooker “That Gratitude Guy”**

David Brooke presents an enlightening and empowering presentation that gives you the tools and techniques to take charge of your life.

**Profitability Boot Camp with - Bill Sharp**

You will learn that you can *increase profits A BUNCH* (not a little) without adding new fixtures or equipment, not changing the brands you sell and not adding new inventory. If you and your key people are willing to do some work, *you won’t have to spend a dime*.

**Breakfast Keynote / Economic Update: Dr. Edmond J. Seifried**

Greece, China, interest rates, and slow economic growth are major news headlines as our year grinds onward. Dr. Ed will tackle these issues and much more. He will also discuss current economic conditions, and provide an economic forecast for the remainder of 2015.
**Professional Development Series**
Registration forms are enclosed in this month’s newsletter as well as posted on WBMA’s website. Visit [www.wbma.org](http://www.wbma.org)

**Building Material Marketing Course**
*October 20-21st - Olympia, WA*
This 2-day workshop is designed to provide your employees with practical selling skills, product knowledge, residential construction basics, building material math and industry terminology.

Partnering with several of our Supplier Members, attendees will receive in-depth training on products they sell on a regular basis. Not only will they learn essential selling skills, but also practical application of how products are used on the jobsite. *Registration Enclosed*

**Introduction to Building Material Sales**
*Monday, November 16th - Eugene, OR*
Introduction to LBM Sales is a full day program directed towards employees newer to the industry or others who have been around awhile but have not received formal training. *Registration Enclosed*

**WBMA’s Estimating Workshop**
*November 17 & 18th - Eugene, OR*
Attendees learn the basics of floor, wall and roof framing while developing a material list. 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 Enclosed*

**WBMA Roundtable Groups**
Are you looking for solutions to nagging issues that have been difficult to overcome? Wondering how other building material dealers resolve similar problems? If so, then joining a Roundtable group may be the perfect opportunity for you.

Participating in a Roundtable group provides you with a forum for sharing common issues and learning from those facing the same challenges as you on a daily basis. Our Roundtable groups are structured so that competing dealers are not placed in the same group, allowing participants to openly share information without fear of relaying information that may be considered strategic with a competitor.

Fall meeting dates are quickly approaching. If you are considering joining a group now would be the perfect time. For further information please contact Casey Voorhees at the WBMA office. 360-943-3054 or casey@wbma.org

**Dues Invoices Mailed**
Invoices for the 2015-16 fiscal year were recently mailed. We appreciate your continued support of the association’s activities and encourage you to take advantage of all we offer our membership.

Industry-specific training, regulatory interpretation & compliance assistance, accident prevention & safety programs, cost of doing business surveys, networking opportunities with fellow dealers & suppliers, roundtable groups for profit improvement, online buyers guide, money saving programs on insurance, credit card processing and business forms all help improve your bottom line and provide a positive return on your membership investment.

WBMA is your source for industry information. If you have others in your company you would like to be on our email distribution list please send a message to stephanie@wbma.org to be included.

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**Thank You Renewing Members For Supporting the Link Scholarship Fund**
Thank you to following companies who contributed to the Link Scholarship Fund with their dues renewal.

- Compton Lumber Company
- Conrad Building Center
- Ideal Lumber & Hardware
- Ray-Bar Engineering Corp

**Builders FirstSource Completes Acquisition of ProBuild**
Builders FirstSource acquisition of ProBuild Holdings, a deal that creates the industry’s largest LBM supplier, was completed on July 31st.

The combination of Builders FirstSource and ProBuild will create a national professional dealer with 2014 combined revenues of approximately $6.1 billion. The combined company will leverage its nationwide network to better serve its four critical customer segments, including production builders, custom builders, multi-family/commercial, and repair and remodel. With over 430 locations, the new company will serve 74 of the top 100 metropolitan statistical areas across 40 states.
Knudson Lumber Company Celebrates 75 Years of Business

Knudson Lumber held a multiple day “Salebration” from July 29th to August 1st with free ice cream, special prices and prize drawings.

Knudson Lumber has had 4 generations working in the business over the years and has been an integral part of the Ellensburg building community.

The business started out as a small grocery store and service station operated by Carl Knudson in Puyallup. He began selling lumber behind the store and was so successful that he quickly converted the grocery store into a hardware and building center. He then decided to branch out and moved part of the business to a little sawmill on Kittitas Highway. The mill grew and supplied lumber to yards on the coast and in the Columbia Basin, but when there was a fire at the Kittitas Highway site, the mill was moved to Vantage Highway.

Carl’s nephew and his nephew’s wife, Dale and Margaret Knudson, purchased the company from Carl in 1970 and focused more on the retail trade rather than the construction and mill trade. In 1992, Dale’s son and daughter-in law, Bob and Cindy Knudson, purchased it from Dale and Margaret and over the years increased the size of the sales floor and added buildings outdoors to provide coverage for majority of the lumber. Now, Bob and Cindy’s daughter, Renee Kraft, is working in the business and looking forward to the next 75 years (or at least part of that).

While the business has changed in scope of size throughout history, the commitment to their community has not.

Welcome New Members!

Ace Hardware
Grapeview, WA
Vince Plets – vplets@acehardware.com
www.acehardware.com

Dagginger McIntosh & Associates
Mukilteo, WA
Mae McIntosh - 425-740-5200
www.dmainsurance.com

Member News

Executive Director Casey Voorhees was invited to participate in two WBMA Member golf outings in July. We always appreciate being invited to our members events and happy to attend when schedules allow.

Bayview Building Materials - Elma, Washington held their annual customer golf outing on Saturday, July 11th at Oakridge Golf Course in Elma. Owners Rick Jensen and Jim DePretto are proud to host their tournament as the “Robert E. Bush Memorial Golf Tournament.”

Robert E. Bush was awarded the Congressional Medal of Honor during World War II. Following the war he founded Bayview Building Materials and was a very dedicated WBMA member. Robert was featured in Tom Brokaw’s book “The Greatest Generation.”

Golfers received a commemorative ball marker which features the Medal of Honor Society emblem on one side and Bayview’s logo on the other. Well done Rick and Jim! Thank you for providing a very nice gift as well as a tremendous tribute to Robert for his service to our country.

On July 17th Huttig Building Products celebrated their 50th Annual Golf Tournament at Alderbrook Resort in Union, Washington. All 50 of Huttig’s tournaments have been at this same golf course. This year 144 customers, vendors and other guests teed it up while enjoying a perfect day of weather.

Congratulations to David Shanda, Paul Rust, Jeff Aliment, Anne Briehl and all of the Huttig crew for 50 years of a great customer appreciation event.
2015 Officers &
Board of Directors

President:
Steve Kerr
Kerr Ace Hardware
Brookings, Oregon

Vice Presidents:
Charley Miller
The Miller Lumber Company
Bend, Oregon
Kimberly Akre
The Pacific Building Center
Blaine, Washington

Past President:
Mike Werner
Builders Alliance
Bellingham, Washington

Board of Directors:
Tom Boyd • Marson & Marson Lumber
Christina Buttz • International Wood Products
Jason Crist • Spenard Builders
Steve Dolan • Boise Cascade
Kelly Fox • Lumber Traders
Gene Gillett • Cascade Home Center
Rod Hughes • BMC
Rick Jensen • Bayview Building Materials
Bill Kraut • Hadlock Building Supply
Brett LaMar • Lake Chelan Building Supply
Jeff Mancheni • Central PreMix / Oldcastle
Scott Munson • ProBuild
Jeff Newenhoof • City Lumber
Matt Petersen • Bayview Building Materials
Jim Pruitt • Palmer Lumber
Phil Schumock • McFarland Cascade
David Stordahl • Triple S Building Center
Tom Stumpf • Western Wood Preserving
Trent Withers • Withers Lumber Co.

NLBMDA Director:
Curtis Jack • Coquille Supply

Investment Committee Chairperson:
Bruce Abel • Don Abel Building Supply

Suppliers Council Chairperson:
David Shanda • Huttig Building Products

Professional Development Committee:
Justin Boyer • Allweather Wood

Western Building Material Association
P.O. Box 1699 • Olympia, Washington 98507
(360) 943-3054 • 1-888-551-WBMA
Fax: (360) 943-1219
Website: www.wbma.org
E-mail: wbma@wbma.org

Executive Director: Casey Voorhees
Office Manager: Stephanie Masters
Manager Member Services: Tom Rider

Not Happy With Your Insurance Renewal?
If you have received an increase with your last insurance renewal, WBMA may be able to help find a competitive solution.

WBMA has partnered with the insurance experts at Bell-Anderson Insurance Agency who are able to provide our membership with a full line of products including:
- Commercial Property, Liability, Umbrella and Vehicle
- Employment Practices Liability
- Group Health, Life and Dental
- Disability and Supplemental Benefits
- Health Savings Accounts
- Bonds
- Personal Lines (Home, Auto, Renters, Life)

Contact WBMA to arrange for a complimentary review of your current insurance program.

Thank You to the Following Supplier / Associate Members for their 2015-2016 Membership Renewal Received Through July 31st.

Ace Hardware
Allweather Wood LLC
American Fidelity Assurance
Bell Anderson Insurance
BlueTarp Financial
Boise Cascade Bldg Materials
Bozarth Sales
Brider Forest Products
Builders Hardware & Supply
Central PreMix
Chinook Mill
Dagginger McIntosh & Assoc
Disdero Lumber Company
DMSi
Economy Supply of Lebanon
Empire Building Materials
Exterior Wood
Federated Insurance
Gascoigne Lumber Company
Hall Forest Products
Huttig Building Products
Horizon Distribution
International Wood Products
Jensen Distribution
KDL Enterprises
Lumbermens Merchandising Corp
LWO Corporation
OrePac Building Materials
Orgill, Inc.
McFarland Cascade
Manke / Superior Wood Treating
Mutual Materials
Norman Distribution
North Cascade Building Materials
Paint Sundries
Pennsylvania Lumbermens Mutual Ins
Plywood Supply
Ray-Bar Engineering
Redmond General Insurance
Simpson Door
Spruce Computer Systems
Ten Capital Investments
The Small Planet Workshop
Trimac Panel Products
True Value Company
V & H, Inc.
Vandermeer Forest Products
Vine Dahlen & Co.
Weatherly’s Inc.
Western Builders Supply
Western Wood Preserving
Weyerhaeuser