### 2016 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.

- **Kenna Fosnacht** - Rochester, WA
- **Jared LaMar** - Manson, WA
- **Morgan Masters** - Olympia, WA
- **Kaycee O’Brien** - Leavenworth, WA

### WBMA Annual Convention November 8-10
**Red Lion on the River Jantzen Beach - Portland, OR**
This year’s Annual Convention will be November 8-10 at the Red Lion on the River at Jantzen Beach in Portland, Oregon.

Wednesday morning kicks-off with Dirk Beveridge, co-founder of Fast Company Magazine with **INNOVATE: How Successful Businesses Lead Change in Disruptive Times**. Most businesses agree that they must reinvent their business before someone else does. But, as you continue to operate the business for today, how can you unleash the spirit of innovation to create a relevant, stronger, and more profitable future? In this session, you will explore The Innovative Distributor™ framework that provides practical lessons for creating change.

Luncheon with Ashley Manchesni will address **Social Media for Sales and Reputation Management**.

The afternoon program provides a look at our economy with Dr. Bill Conerly of Conerly Consulting LLC. What will the future hold following the election and insights to the unexpected.

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’s breakfast Keynote - Jim Moody, President, Construction Suppliers Association will address **Benchmarking Your Business: Lessons from an Industry Observer**. Every building material dealer measures his or her business, but are you measuring the right things? How do you go deeper than top -level measures like gross profit to determine where your strengths and weaknesses lie? How do you know what’s a strength and what’s a weakness if you don’t know how others are performing on the same measure? This session will draw on data from the Building Material Operation Comparison to provide you with key things you should be thinking about in your business.

In Part 2, Jim will share common mistakes he’s seen dealers make that jeopardize the future of their businesses related to planning, generational transition and staffing.
Tum-A-Lum Lumber Celebrates 110 Years with Remodel and Expansion

In 1906, Tum-A-Lum was established on a simple business premise; any product or service we offer will benefit the customer. That basic business philosophy has been the cornerstone for over 100 years.

On June 16th, Tum-A-Lum Lumber celebrated 110 years with a terrific remodel and expansion of their Hood River, Oregon facility. The store, which opened in Hood River in 1913, provides full service hardware and lumber products.

Tom Stumpf, Western Wood Preserving

On May 19th, Western Wood Preserving surprised long time employee Tom Stumpf with a retirement party. Tom started with Western Wood 33 years ago as a road salesman and worked his way to Sales Manager and Vice President.

Tom is a true ambassador for our industry. He has been an incredible supporter of WBMA through his participation on the Suppliers Council, WBMA Board of Directors, Annual Conventions and Product Knowledge Workshops. He is also active in the Sumner Rotary, Hoo Hoo Organization and the Linden Golf Club.

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.

On July 15th Huttig Building Products celebrated their Annual Golf Tournament at Alderbrook Resort in Union, Washington. Congratulations to David Shanda and all of the Huttig crew for a great customer appreciation event.

Bayview Building Materials - Elma, Washington held their annual customer golf outing on Saturday, July 16th 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.”

David Shanda, Rick Jensen, Rick Sage & Casey Voorhees

WBMA Mid Year Meetings

WBMA held its Mid Year Board meetings on July 19th in Seattle, WA. Board members reviewed reports and participated in a strategic planning session regarding future Association activities.

The day concluded with networking at a Mariner game. Thank you to Boise Cascade for helping coordinate the suite.
Dues Invoices Mailed
Invoices for the 2016-17 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.

WBMA Online Buyers’ Guide
WBMA has again partnered with Strategic Value Media to produce the 2016 edition of WBMA Buyers’ Guide. Like the 2015 version, the 2016 edition of the Guide will feature updated and expanded company and product listings, in addition to other valuable information relating to the lumber industry. The Guide provides users with an efficient way to browse for goods and services and offers lumber suppliers and companies exceptional visibility by showcasing their products and services to a targeted, industry-specific buyer group.

The 2016 Guide will be accessible through the WBMA website at www.wbma.org this coming Winter, and you can currently view the 2015 Guide by clicking the Buyers’ Guide tab at the top. We encourage you to take advantage of this exceptional opportunity to highlight your products and services in the Guide.

To learn more about advertising your products or services in the Guide, please email wbma-advertise@svmmedia.com.

WBMA’s Estimating Workshop
October 4th-5th - Olympia, WA
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

Financials for Non-Financial Managers
October 6th - Olympia, WA
This course is designed for mid and upper-level managers in lumber yards, including operations managers, yard foremen, retail managers, general managers and anyone else who could use a greater understanding of how financial results are generated, tracked, reported and used to successfully manage a building supply business. Registration Enclosed

Welcome New Members!
Biz Lender
www.bizlender.com
Patrick McNulty or Mike Robinson - 1-248-385-5340

Biz Lender is the leader in providing working capital for businesses throughout the US. Looking at the strength of the business, and not personal credit score, Biz Lender helps when banks will not. From WBMA members expanding inventory or locations, to their customers who need more funds to purchase larger quantities of building supply products and lumber, every WBMA member can finance their customers through Biz Lender and receive a generous referral fee.

Cascade Windows
www.cascadewindows.com
Jason Sackmann - 1-800-442-8544

Headquartered in Spokane, WA, Cascade Windows has proudly served the northwest since 1989. With manufacturing in Spokane WA, Salt Lake City UT, Tualatin OR, and our newest location in Tempe AZ. Cascade Windows has over 500 dedicated employees ready to serve you. We offer a full line of energy-efficient, and cost-effective vinyl windows. From classic White, Almond, and Clay color options, to exterior painted windows, and our newest product our folding patio door system.

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
- Madison Lumber & Hardware
- Marson & Marson Lumber
- Rochester Lumber
- TRM Wood Products
- Van Well Building Supply

Smart Vent Products, Inc.
www.smartvent.com
Clay Goodrich - 1-877-441-8368 x118

SmartVent’s line of ICC-ES Certified, Engineered Flood Vents protect houses and buildings during floods by preventing hydrostatic pressure buildup that can destroy walls and foundations. This mitigation technique, referred to as Wet Floodproofing, allows floodwater to freely flow through an enclosure such as a crawlspace or garage.
Memorial - Tom Sliter
Tom Sliter, an active community leader and owner of Sliters Ace Lumber & Building Supply for 30 years, died Saturday. He was 69.

Tom was an active and supportive WBMA member. He served on WBMA's Board of Directors and Executive Committee for many years. In 2014, WBMA awarded Tom our highest honor, the Distinguished Dealer of the Year Award.

Tom also was a participant in one of WBMA's Roundtable groups. Along with his son Andrew, who is active in the business, they attended group meetings and often took time during their travels to visit fellow WBMA members along the way.

Tom grew up in the family business that began in the mid-1920s when his father bought the Horn & Smith general merchandise store in Somers, MT.

In recent years Tom was secretary of the Somers Company Town Project that has raised money to restore a steam locomotive and build an accompanying pavilion reflecting the town’s railroad company heritage. He also helped with the Volunteer Park project and other community endeavors in Lakeside. Tom also served for many years on the Trinity Lutheran School Board of Education, including a stint as board chairman.

Laura Sliter, one of his four children, said “He always felt you could be the CEO and you may still have to contribute at a menial level to make it work,” Laura continued. “He was not above getting his hands dirty. He was always doing whatever needed to be done.”

Services were held Tuesday, July 12, at Trinity Lutheran Church in Kalispell. Instead of flowers, Tom’s children recommend donations to one of the local causes dear to his heart: Somers Company Town Project, Trinity Lutheran School or the Sliters Endowed Scholarship for the Industrial Arts at FVCC.

Memorial - Tim Nolan
Tim Nolan, 55, of Olympia, WA, passed away from cardiovascular disease on May 22, 2016. While he worked proudly at OrePac Building Products by trade, Tim was a golfer at heart. He found his happiness traveling, relaxing at home with his wife, and spending time on the golf course. Tim was a dedicated and loving husband, son, friend, and golfing buddy.

Tim was an active member of WBMA's Suppliers Council, a familiar face at our Annual Conventions and helped with product knowledge sessions during our workshops. Tim was a true friend of our Association.

He loved his family, friends, grilling, and the Seahawks. A Celebration of Life was held on June 17th. In lieu of flowers, the family asks that donations be made to the Tim Nolan Youth Scholarship Fund at The First Tee, www.TheFirstTeeSPS.org