2017 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.

- **Alexander Briehl** - Graham, WA
- **Madeline Dowen** - Caldwell, ID
- **Kaylin Fosnacht** - Rochester, WA
- **Sarah Pickel** - Peshastin, WA
- **Carynia Smith** - Seattle, WA

The Link Fund is now in its 25th year and has awarded 96 scholarships totaling over $159,750. The Link Fund receives its growth from the live and silent auction and raffle held during WBMA’s Annual Convention as well as other company contributions received throughout the year. The Link Fund has also grown through memorial contributions as industry members remember their colleagues and loved ones.

**WBMA’s Spring Education Programs**
Nationally known industry speaker Bill Lee conducted “Building a Competitive Edge” in addition to our popular Estimating and Introduction to Building Material Sales workshops this spring in Olympia. Combined, we had 68 attendees for the three sessions and recognize the following members for their participation.

- Boise Cascade
- Builders’ Hardware
- Building Solutions
- Carl’s Building Supply
- Evergreen Lumber
- Gray Lumber Co.
- Huttig Building Products
- International Wood Products
- Kingston Lumber
- Lincoln Creek Lumber
- Lumber Traders
- Madison Lumber
- Marson & Marson Lumber
- Milwaukee Lumber
- Mitchell Lumber
- OrePac Building Products
- Pacific Lumber
- ProBuild
- Shuel’s Wholesale
- Sliters Lumber
- Thomas Building Center
- Tum A Lum Lumber
- Western Wood Preserving
Take Action - Ask Your Lawmakers to Support and Pass the Timber Innovation Act (H.R. 1380, S. 538)

NLBMDA urges its members to take action by contacting their Representative and Senators and asking them to support and pass the Timber Innovation Act (H.R. 1380, S. 538.). The legislation advances construction of tall wood buildings to help reduce its costs and increase its economic benefits. The Timber Innovation Act seeks to increase the use of wood in construction in the following ways:

- Authorize the U.S. Department of Agriculture's (USDA) Tall Wood Building Prize Competition annually over the next five years;
- Create federal grants to support outreach, research and development, and education with the purpose of accelerating the use of wooden tall buildings;
- Authorize USDA to work with states in implementing a program of education and technical assistance for mass timber applications.
- Establish a performance driven research and development program for advancing tall wood building construction in the United States; and,

Advances in technology, safety, and engineering, combined with the use of new timber products such as cross-laminated lumber, have made wood a more attractive option for construction of new buildings between seven and 14 stories tall. The flexibility of wood makes it a good building material for earthquake safety or high wind requirements, and is an environmentally responsible option as it has a lower carbon footprint than other building materials.

Register Today for the 2017 ProDealer Industry Summit

Come Celebrate NLBMDA's 100th Anniversary at the ProDealer Industry Summit, to be held at the Wigwam Resort in Phoenix, Arizona, brings together top LBM leaders, manufacturers, and industry experts from across the country who are ready to address the tough lumber and building material market.

The ProDealer Industry Summit is an exclusive, three-day educational and networking forum designed to promote the growth of lumber & building product dealers, distributors, wholesalers, and the manufacturers who supply them. LBM dealers will benefit from sharing insights and best practices with leaders in the industry in a relaxed, three-day format that encourages networking and personal interaction.

Paint Sundries Solutions, Inc. to Provide Nationwide Service with New Distribution Center in the Northeast

This June, Paint Sundries Solutions, Inc. (PSS) will begin serving customers in the Northeast, Southeast and Midwest from their newest distribution center in Pennsylvania.

Based in Kirkland, WA, PSS provides innovative supply chain solutions to retail and manufacturing partners in the architectural coatings industry, delivering more than 10,000 paint products to 3,500 retail customers across the country.

The new facility in Harrisburg, PA, adds to PSS’ national network of distribution centers, which includes facilities in Seattle, Salt Lake City, Los Angeles and Dallas.

With its strategic location in eastern Pennsylvania, the new Harrisburg location will offer next-day service to most of the Northeast, and two-day service to the Midwest and Southeast.

“This is an important milestone for Paint Sundries Solutions,” says Don Walker, CEO of Paint Sundries Solutions. “With the addition of our Pennsylvania distribution center, our company has the ability to provide the finest products, services and technology to every market in the country.”

PSS’ expansion into the Northeast repeats the company’s past pattern of geographic growth – expanding in concert with its business partners to provide exceptional service to new markets.

“What continues to differentiate Paint Sundries Solutions is our team’s ability to drive financial improvement for our retail and manufacturing partners,” says Andrew Walsh, President and COO of Paint Sundries Solutions. “By remaining focused on improving the balance sheets and income statements of our business partners, we’ve been able to develop lasting and trusted partnerships that lead to exciting new opportunities across the country.”

Paint Sundries Solutions, Inc. (PSS) has been a leader in the architectural coatings industry since 1958. Stocking more than 10,000 paint sundry products from the leading manufacturers in the industry, PSS maintains an inventory carefully developed to meet the specific needs of its diverse customer base. Learn more at www.paintsundries.com, or contact Customer Service at customerservice@paintsundries.com or (800) 877-6111.
Spring Roundtable Meetings
WBMA’s Roundtable groups met at WBMA’s Headquarters in Olympia and at Coquille Supply in Coquille, Oregon. During the meetings the groups discussed operating results, local market conditions and best practices for profit improvement.

Safety Committee Assistance Available
Be sure to visit WBMA’s website for help with Safety Committee compliance. We have developed a full year’s supply of safety committee meetings in either PowerPoint or PDF which can be downloaded and used as your Safety Committee topic of the month.

The Safety Committee meetings are free for WBMA members. www.wbma.org under the Regulatory tab at the top of the page.

Washington State’s New Distracted-Driving Law
Effective the end of July, the law forbids virtually all use of handheld gadgets such as phones, tablets, laptop computers and gaming devices while driving.

Q. What will be banned?
A. Texting is already illegal, as is holding a cellphone at the ear. Drivers constantly flout those rules, or evade them by holding a phone between the legs, or just below the chin. The new bill forbids handheld uses, including composing or reading any kind of message, picture or data. Photography while driving is illegal.

Drivers also cannot use handheld devices while at a stop sign or red-light signal.

Q. What is still legal?
A. Drivers may still use a smartphone mounted in a dashboard cradle, for instance to use a navigation app, but not to watch video. The new law permits “minimal use of a finger” to activate an app or device. Built-in electronic systems, such as hands-free calling and maps, remain legal. Calls to 911 or other emergency services are legal, as are urgent calls between transit employees and dispatchers.

Welcome New Member
Buckeye Pacific - www.buckeyepacific.com
Located in Portland, Oregon, Buckeye Pacific was founded in 1946 as a buying office for Forest City Trading Group to foster relations with sawmills and procure railcars. They have grown to a full-service, employee-owned brokerage floor distributing wood panel and lumber products to lumberyards, distribution centers, home centers, industrial users and manufacturers.

Contacts:
Matt Vaughan or Josh Sargent
1-800-767-9191

Dues Invoices Mailed
Invoices for the 2017-18 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.
Huttig Announces National Distribution Agreement
Strategic Partnership with Knauf Insulation
Strengthens Position as Market Leader

Huttig Building Products, Inc., a leading domestic distributor of millwork, building materials and wood products, is pleased to announce a national distribution agreement with Knauf Insulation, broadening Huttig’s national product offering.

Huttig will distribute a variety of Knauf Insulation products, including innovative, high-performance and environmentally responsible options.

“We are proud to establish a national strategic partnership with Knauf Insulation,” said Jon Vrabely, President and CEO of Huttig Building Products. “This partnership provides a strategic value proposition to our customers, and we are pleased to add this world class brand to our portfolio of products.”

“We are excited to join the Huttig Building Products offering,” said Jeff Brisley, Senior Vice President of Business Development at Knauf Insulation, Inc. “Huttig is a trusted name in the building materials industry with over 130 years of experience. We look forward to a successful, long-term relationship.”

The Knauf partnership is the latest result of a strategic effort by the Huttig leadership team to secure more brands, broaden national offerings, and make Huttig the preferred distributor for building products, fasteners, and millwork. “We continue to invest in products, technology, and our people,” said Vrabely. “Knauf Insulation is a great product addition and further strengthens our position as a market leader.”

About Huttig

Huttig, currently in its 132nd year of business, is one of the largest domestic distributors of millwork, building materials and wood products used principally in new residential construction and in home improvement, remodeling and repair work. Huttig distributes its products through 27 distribution centers serving 41 states. Huttig’s wholesale distribution centers sell principally to building materials dealers, national buying groups, home centers and industrial users, including makers of manufactured homes.

OrePac Building Products to Become Sole Distributor of DuPont™ Tyvek® in Hawaii.

OrePac Building Products, wholesale distributor of specialty interior and exterior building materials and Honolulu Wood Treating (HWT), a two-step building material distributor and lumber/plywood treating facility, have jointly agreed for OrePac to be the exclusive distributor of DuPont™ Tyvek® starting on June 1, 2017. Prior to that time, both OrePac and HWT served as dual distributors for the product line.

HWT will continue to support the DuPont™ Tyvek® line, operating as OrePac’s 3rd party logistics provider. OrePac will be the vendor of record for all DuPont™ Tyvek® sales moving forward, while HWT will help to support inventory and shipment services for the dealers in Hawaii. Both companies will work closely to ensure no service disruptions for any DuPont™ Tyvek® customers. OrePac Building Products with headquarters in Wilsonville, Oregon is family owned and operated.

The company was founded in 1977 and currently operates 10 distribution centers throughout the West. OrePac has been a DuPont™ Tyvek® distributor since 2002 handling Oregon, Washington, Northern California, Idaho, Utah, Alaska, Montana and parts of Wyoming and South Dakota.