Mike Werner, Builders Alliance
Installed as WBMA’s 2014 President

On Thursday, February 13th, Western Building Material Association installed its 2014 President, Mike Werner, Builders Alliance, Bellingham, WA.

Mike is co-owner of the company with his brother in law Drew Orem but has held several positions at Builders including yard sweeper, controller, and operations manager. He is married to Teresa Werner and they have three children, Jeffrey, Andy and Natalie.

Mike is active in several community organizations, including currently serving as treasurer for the Bellingham Bay Rotary Club. In his spare time he enjoys boating and traveling with his family.

Mike is the fourth member of the company to be President of WBMA which started with EE LeValley in 1939, Morris Tarte in 1958 and Joe Orem in 1988.

Other WBMA Members Elected to Office Include:
1st Vice President Steve Kerr, Kerr Ace Hardware - Brookings, OR
2nd Vice President Charley Miller, The Miller Lumber Co. - Bend, OR

Executive Committeeman
Kimberly Akre, Pacific Building Center - Blaine, WA
Gene Gillett, Cascade Home Center - Creswell, OR

Board of Directors
Rod Hughes, BMC - Idaho Falls, ID
Bill Kraut, Hadlock Building Supply - Port Hadlock, WA
Scott Munson, ProBuild - Olympia, WA
Jim Pruitt, Palmer Lumber - Chehalis, WA
Tom Stumpf, Western Wood Preserving - Sumner, WA

Investment Committee: Bruce Abel, Don Abel Building Supplies - Juneau, AK
Suppliers Council Chair: David Shanda, Huttig Building Prod - Auburn, WA
Professional Develop. Cte: Tom Rider, BlueTarp Financial - Kirkland, WA

We want to thank everyone who contributed and participated this year in raising money for the Link Educational Scholarship Fund. WBMA’s members helped raise over $8,000 during our Annual Convention to help provide scholarships for
Distinguished Dealer of the Year:
Bill Mackie - Madison Lumber Co.
Ketchikan, Alaska

This year it goes to a member who recognized a potential problem for the association and readily accepted the challenge to dedicate another year of his time by serving two consecutive terms as WBMA President.

We are honored to have Bill Mackie, of Madison Lumber and Hardware in Ketchikan, Alaska as this year’s recipient.

Additionally, WBMA would like to thank Bill for all of his help over the past few years. Bill visited members, attended meetings and spent many an hour on the phone discussing association business.

Madison Lumber and Hardware has been serving Ketchikan, AK and the surrounding area since 1967. They are great stewards of their community supporting many organizations and programs including: Churches, Youth Groups, Homeless Shelters, Safe Houses, Peace Officers, Cancer Society and more.

Bill personally has been President of the Lions Club, Exalted Ruler of the Elks and chairman of their scholarship program, Boy Scout Leader, Baseball and Basketball Coach. Bill is very proud of his Eagle Scout Son and daughter who is an EMT.

Associate Member of the Year:
Tom Rider - BlueTarp Financial, Inc.
Kirkland, Washington

Since becoming involved with the Young Westerners Club, Tom has been a dedicated advocate for advancing WBMA’s efforts with providing educational programs to our membership.

Tom served as the 2012, Young Westerners Club President and has played a key role in helping shape the transformation of the Young Westerners group as we have continued to fine-tune our programs to reach a more diverse base of attendees. He currently is serving as Chairman of our Professional Development Committee. This past year, Tom joined the WBMA delegation attending our National association’s Legislative Conference in Washington, DC and joined us on our hill visits to our elected representatives.

Tom took extra lengths to help promote this year’s annual convention and was responsible for several new faces at this year’s event.

2014 NLBMDA Spring Legislative Conf
March 31-April 2, 2014, Arlington, VA

The Hyatt Regency hotel is nearing capacity, so book your room and register today for the NLBMDA Legislative Conference at www.dealer.org. The event takes place from March 31-April 2, 2014 at the Hyatt Regency in Arlington, VA.

Welcome New Members!

Bozarth Sales - Chehalis, WA
Jeff Anderson - (360) 748-8485
www.bozarthsales.com

Manor Hardware - Lynnwood, WA
Tim Blake - (425) 778-2841
www.manorhardware.com

HPM Building Supply - Keaau, HI
Andrew Tyner - (808) 966-5641
www.hpmhawaii.com
Chinook Lumber Company & Boise Cascade

Allweather Wood

President Mike Werner and Jeff Mancheni Central Premix

Above: Boise Cascade’s WBMA Convention rootbeer keg

Western Wood Preserving & Kingston Lumber employees

Amanda Savage, Bell Anderson with Bill and Barbara Young of The Stewart Lumber Co.

Rick & Vivian Jensen of Bayview Building Materials of Elma with Mike Reimer of Western Wood Preserving

Kelly Fox, Lumber Traders and George Kupets, Bell Anderson
McFarland Cascade’s Phil Schumock, Matt Wittschiebe and Brown Bowen

Bill Mackie of Madison Lumber receives his Presidents’ plaque from Past President Ed Waite, Probuild.

Bruce Abel of Don Abel Building Supply and Kyle Kincaid, CPA

Joe Hurtt of Kingston Lumber with Jon Root of IWP.

Stacey Baker of Weyerhaeuser, Jim Pruitt of Palmer lumber and Blair Buchanan, of Allweather Wood

Huttig’s Paul Rust, Jeff Aliment and David Shanda with Shawn Fernandez of Paint Sundries Solutions

Ed Waite, ProBuild visits vendors during the show.

Stacey Baker of Weyerhaeuser, Jim Pruitt of Palmer lumber and Blair Buchanan, of Allweather Wood

Left: Adam and Kimberly Akre of Pacific Building Center visit during the show.

Right: Elena and Bill Kraut of Haddock Building Supply visit with Bell Anderson Insurance.
Two New Workshop’s for WBMA’s Professional Development Series

Yard & Delivery Managers Workshop
April 29th & 30th, 2014
The Yard & Delivery Managers Workshop devotes two dynamic days to understanding the essential best practices and providing powerful tools to ensure stellar performance within each separate, yet interrelated, area of yard and delivery operations. Ken Wilbanks applies his Operational Excellence Methodology to teach yard and delivery managers to be effective managers with rock solid core best practices and standards that really work.

The “Executive Imperatives”
May 1st, 2014
An Advanced Workshop for Emerging Leaders in the Building Material Industry
There are no silver bullets in leadership, especially in challenging times. Yet, there are core imperatives that can be mastered and consciously applied by senior level management who want to be prepared to face the unique challenges of our demanding industry. In the course of the day-to-day operations in Construction Suppliers and Home Centers, Executives and Senior Managers often forget what matters most in creating excellence.

Ken Wilbanks will be facilitating both workshops. Ken is a highly regarded industry consultant with over 30 years experience in the lumber and building material industry and conducts professional development programs for building material dealers across the country.

Both sessions will be held at WBMA’s Kincaid Learning Center in Olympia, WA. Hours are 8:00 am to 5:00 pm and include all course materials, lunches and refreshments. Registration and complete program descriptions are enclosed.

Building Material Operations Comparison Survey
Compare your business with similarly sized dealers throughout the United States. This program combines cost studies and salary surveys into one program.

Cost is $200. All data must be entered by Wednesday, April 30, 2014. See enclosed flyer for complete program description registration information.

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 $8,055 for Our Scholarship Fund.

Bruce Abel, Don Abel Building Supplies
Allweather Wood
Adam & Kimberly Akre, Pacific Bldg Center
Bell-Anderson Insurance
BlueTarp Financial
Boise Cascade
Bozarth Sales
James Brebner, Western Wood Preserving Builders Hardware & Supply
Christina Buttz, International Wood Products
Central Pre-Mix
Dave Cochnheur, TMI Forest Products
DMSI Software
Stu Crist, Spenard Builders Supply
Rick Davis, Building Leaders, Inc.
Disdero Lumber
Steve Dolan, Boise Cascade
Earl Downing, Spruce Computers
Exterior Wood
Federated Insurance
Roger Fouts, Withers Lumber
Kelly Fox, Lumber Traders
Eric Fritch, Chinook Lumber
Ken Guisinger, Canby Builders
Hadlock Building Supply
Doug Harrison, Central PreMix
Ken Hassett, ProBuild
Hutti Building Products
International Wood Products
Curtis Jack, Coquille Supply
Rick & Vivian Jensen, Bayview Bldg Elma
Steve Kerr, Kerr Ace Hardware
Duane Knapp, Brand Strategy, Inc.
Bill & Elena Kraut, Hadlock Building Supply
Tim Lewis, ProBuild
Lumber Traders
Bill & Jean Mackie, Madison Lumber Co.
Jeff Mancheni, Central PreMix
McFarland Cascade
Charley Miller, The Miller Lumber Co.
Jeff Newenhof, City Lumber Co.
Jack and Karen Olson
OrePac Building Products
Orgill, Inc.
Paint Sundries Solutions
Pennsylvania Lumbermens/Indiana Lumbermens Inc
Jim Pruitt, Palmer Lumber co.
Roseburg Forest Products
Phil Schumock, McFarland Cascade
Simpson Door
Spenard Builders Supply
Spruce Computers
Bill & Barb Stewart, The Stewart Lbr Co
Sustainable NW
V & H, Inc.
Paul Vanderford, Sustainable NW
Ed Waite, ProBuild
Weatherly’s Inc
Craig Webb, ProSales
Tom Weber, Levee Lumber
Western Wood Preserving
Weyerhaeuser Co.
Craig Young, OrePac Building Products
Thank You to the Following WBMA Members for Their Support of the 111th Annual Convention

Allweather Wood
Bell-Anderson Insurance
BlueTarp Financial
Boise Cascade
Bozarth Sales
Builders Hardware & Supply
Central PreMix/Oldcastle
Disdero Lumber
DMSi Software
Federated Insurance
Exterior Wood
Huttig Building Products
IWP
Jensen Distribution
McFarland Cascade
OrePac Building Products
Orgill, Inc.
Paint Sundries Solutions
Penns Lumbermens Ins/
Indiana Lumbermens
Roseburg Forest Products
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Spruce Computers
V & H, Inc.
Western Wood Preserving
Weyerhaeuser Co.

Thank You Convention Sponsors

Gold
Bell-Anderson Insurance Agency
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Indiana Lumbermens Mutual Insurance
Pennsylvania Lumbermens Mutual Insurance
Weatherly’s, Inc

Silver
Builders’ Hardware & Supply
Huttig Building Products
Lumbermens Merchandising Corp
McFarland Cascade
Ten Capital Investments

Bronze
Empire Building Materials
Western Wood Preserving