### Trent Withers, Withers Lumber Co. Installed as WBMA’s 2018 President

On Wednesday, November 8th, Western Building Material Association installed President, Trent Withers, Withers Lumber Company in Woodburn, Oregon.

Trent Withers is President of Withers Lumber Company, now in its third generation as a family-owned and operated business.

In 1928, Lee and Ann Withers bought a part interest in a sawmill in Woodburn that was then called Livesay–Withers Lumber. They relocated from McMinnville to Woodburn and quickly became part of the new community where they would spend the rest of their lives. For the next 20 years it was a rollercoaster of events but as the 50s began, the business really took off and people were hired. In 1962, eldest son Bob came home from the service and went to work full-time in the same town where he grew up. Bob took over the business in 1964 and opened Brooks Lumber in 1965. In 1998, Bob retired and son Trent took the reins. As the company entered its third generation, more expansion took place: the Silverton store opened in 2004 followed by Molalla in 2010.

Today, Withers Lumber continues to operate their 3 locations with 35 employees. 2017 has been the best year ever of their 89 years in business.

His grandfather; Lee Withers, was one of the original Directors of the WBMA and longtime general manager; Roger Fouts was the WBMA President in 2000. Withers Lumber company was also recognized in 2012 as WBMA’s Distinguished Dealer of the Year.

### Other WBMA Members Elected to Office Include:
- 1st Vice President Brett LaMar, Lake Chelan Bldg Supply - Manson, WA
- 2nd Vice President David Stordahl, Triple S Building Center - Butte, MT
- Executive Committeeman
  - Kelly Fox, Hartnagel Building Supply - Port Angeles, WA
  - Rick Lierz, Franklin Building Supply - Boise, ID
  - Scott Munson, Builders FirstSource - Tacoma, WA
- Board of Directors
  - Joost Douwes, Chinook Lumber Company - Snohomish, WA
  - Jeff Mancheni, Central PreMix - Spokane, WA
  - David Shanda, Huttig Building Products - Auburn, WA
- Suppliers Council Chairperson
  - Christina Tremper, International Wood Products, Tumwater, WA
Distinguished Dealer of the Year:
Jeff and Greg Newenhof - City Lumber Co., Astoria, OR
City Lumber Company was founded in 1904, Oregon’s oldest lumberyard. It was formed by 3 businesses, Astoria Box Company, Clatsop Mill and Tongue Point Lumber Company to sell their products locally. Originally it was called City Lumber and Box Company.

In the 1920’s, the name of the business was changed to City Lumber and Supply Co and in 2006, City Lumber Company became a member of Do It Best Corp.

Jerry Newenhof was four years into the Architectural program at the University of Washington when his father passed away. Jerry left school and came back to Yakima to work for Aves Millwork as a Draftsman. He later purchased the business. Jerry met Nancy Price while she was working in the Yakima Public Library and they had two sons, Greg and Jeff.

In 1963, the family moved to Wenatchee Washington where Jerry managed the Palmer G. Lewis warehouse. In 1966 the family moved to Spokane Washington where Jerry was based as a sales representative for Wood Conversion, later Conwood, selling ceiling tiles. In 1975, tired of the moving, Jerry called an old friend at the WBMA, Ross Kincaid, and asked if there were any stores for sale. Ross put Jerry in touch with Clayton Morse and Charlie Lamb, and the Newenhof’s made the deal to purchase the City Lumber Company.

The Newenhof’s proudest legacy is their employees. They are proud to say that they have never laid off an employee for lack of work. Even during recessions and tough times when it would have made sense to lower the number of employees, the Newenhof’s have kept everyone on staff.

The Boys, as they are still called, have been in the business all their lives. They helped their Dad take inventory at PGL warehouses when they were 6 and 4 years old, and later at Pay N Pak stores. They worked at City Lumber while in college for Greg, High School and college for Jeff. Greg graduated from Portland State University with a degree in Business and Economics. Jeff graduated from Willamette University with a degree in Political Science.

The Boys are active in their community—the Rotary Club, Chamber of Commerce, Astoria Industrial Development, Astoria Riverfront Trolley, Astoria Regatta, Astoria Armory, Astoria Railroad Preservation Association and Clatsop County Historical Society are just some of the groups they are involved with.

Supplier Member of the Year: Paint Sundries Solutions
Paint Sundries Solutions, formerly Tri-W Distributors, has been a member of WBMA for more than 45 years. Owned and started by the Wagley family over 60 years ago, Paint Sundries is a category specific distributor focusing on the paint department in Lumberyards, Paint Stores, Home Centers and Hardware Stores.

They are known for their operational excellence and customer service with 30 sales reps traveling around the country focusing on independents and regional retailers.

Paint Sundries just opened their 5th distribution center in Harrisburg Pennsylvania to go along with their Kirkland, Los Angeles, Salt Lake City and Dallas locations to provide national coverage.

They are proud of their IT platforms that connect them to their customers electronically to provide the most digital assets per SKU than anyone in distribution today.

Many of you might remember the old Quick Pitches, well 20 years ago was Shawn Fernandez’s first WBMA Convention and he participated in the 3M Amigos routine which won best skit. Shawn has worked for Paint Sundries for 25 years starting in the warehouse followed by operations and sales. He is currently serving as Vice President of Sales, responsible for making sure their customers experience is the way they want it to be. Shawn is a long time attendee at our Conventions and a member of WBMA’s Supplier’s Council.
WBMA’s Winter Workshops

January 24-25th, 2018 - Olympia, WA
Building Material Marketing Course
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.

February 13th, 2018 - Olympia, WA
Beat Last Year - Targeted Sales Growth Essentials
This class is guaranteed to equip your team to Beat Last Year even in the most challenging business climate. The simple, easy to understand principles in this dynamic program will yield immediate and lasting results in your team’s Attitude, Skills and Actions improving sales and profits right away.

This class is geared for Outside Sales Reps, Contractor Sales, Sales Managers and Buying Staff who know that sales success begins and ends with their team’s ability to SELL!

February 14-15, 2018 - Olympia, WA
Yard and Delivery Managers Workshop
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.

February 21, 2018 - Salem, OR
Introduction to Building Material Sales
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.

Whether from a retail store, contractor dealer or wholesale distributor, this session provides a basic understanding of building material operations, customer service and how products sold every day are used.

February 22-23, 2018 - Salem, OR
Estimating Workshop
This full 2-day workshop will address basic blueprint reading with an actual set of working drawings, use of architectural scales and joist/truss layout scales. Attendees will also be introduced to various residential construction methods, estimating formulas, symbols, identifying lines and sectional views.

Western Building Centers Acquire Johnson Madison Lumber Co.
September 26th, Western Building Centers acquired Johnson Madison Lumber Company.

Although the ownership will change, Johnson Madison will continue doing business under that name. Bill and Larry Madison will continue as part of the new leadership team to support and nurture their great staff and help grow and expand the contractor and building services in Great Falls.

Congratulations to the newest members of the leadership team, Joel Brueland is being promoted to Store Manager and Chris Munsterteiger is being promoted to Sales Manager. Joel has been with Johnson Madison since 1984 and Chris since 1988.

Welcome New Members

Applied Integration
www.appliedintegration.net
For over a decade, Applied Integration has focused on the IT Support and Management for Lumber and Building Material Retailer businesses across the country.

Contact: Don Cockayne - 801-266-4888

Beaver Plastics, LTD
www.beaverplastics.com
Innovative and quality products in expanded polystyrene

Contact: Bill Gardner 888-453-5961
Thank you to the Following WBMA Members for Participating in the Raffle, Silent and Live Auctions to Support the Educational Link Scholarship Fund.

*Contributions During This Year’s Event Raised $12,490 for Our Fund.*

Bruce Abel, Don Abel Building Supply  
Trevor Adams  
Allweather Wood  
Akre Family, Pacific Bldg Center  
Austin Beebe, HUB International  
Bell-Anderson Insurance, George Kupets  
Jim Bichler, Boise Cascade  
Boise Cascade  
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Mike Dawson, Horizon Distribution  
Disdero Lumber  
Lance Deskins, OrePac Building Products  
Dittmer, David and Natalia  
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Shawn Fernandez, Paint Sundries Solutions  
Roger and Meredi Fouts, Withers Lumber  
Kelly Fox, Lumber Traders  
Eric Fritch, Chinook Lumber  
Bill Gardner, Beaver Plastics  
Jerry Gaukroger, Boise Cascade  
Jay Giffins, Boise Cascade  
John Gooley, Withers Lumber Co.  
Hall Forest Products  
HIAB USA  
Horizon Distribution  
HUB International  
Huttig Building Products  
International Wood Products  
Mike Isman, HIAB  
Curtis Jack, Coquille Supply  
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Brett LaMar, Lake Chelan Building Supply  
Rick Lierz, Franklin Building Supply  
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Chris Rader, Rader Solutions  
Raven Ross, Northland Wood Products  
Jim Sakai, Exterior Wood  
Simpson Door  
Otis and Gerry Sparks, Withers Lumber  
Stella Jones  
Tom Tremer, Hall Forest Products  
Christina Tremer, International Wood Prod  
Tum A Lum Lumber Company  
V & H, Inc.  
Cameon Viebrock, Lake Chelan Bldg Supply  
Ed Waite, ProBuild  
Weatherly’s Inc.  
Mike Werner, Builders Alliance  
Western Wood Preserving  
Trent & Katy Withers, Withers Lumber Co  
Matt Wittscheibe, Stella Jones

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Thank you to WBMA members who made Link Contributions with their dues this year…

**Compton Lumber Co.**  
**Thomas Building Center**  
**Norman Distribution**  
**Van Well Building Supply**

*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 four $4,000 Scholarships.*  
*The deadline is March 24th.*
Thank You to the Following WBMA Members for Their Support of the 115th Annual Convention

Allweather Wood
Beaver Plastics
Bell-Anderson Insurance
Boise Cascade
Disdero Lumber
DMSi Software
ECi Spruce
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HIAB USA Inc.
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Jensen Distribution
Lincoln Industrial
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Western Wood Preserving

Thank You Convention Sponsors

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