UPCOMING EVENTS

January 29, 2019
Intro to Bldg Material Sales
Salem, OR

January 30-31, 2019
Estimating Workshop
Salem, OR

February 12-13, 2019
The Science of Selling
Future Sales Results on Purpose
Rick Davis
Portland, OR

March 6-7, 2019
Building Material Marketing Course
Kincaid Learning Center
Olympia, WA

Brett LaMar, Lake Chelan Building Supply Installed as WBMA’s 2019 President
On November 8th, Western Building Material Association installed President, Brett LaMar, Lake Chelan Building Supply in Manson, WA

Lake Chelan Building Supply was founded in 1979 by Edd and Sharon LaMar on the outskirts of Manson near Lake Chelan with the simple motto “Where Customers Become Friends”. In 1993 they added a second store in Chelan. Brett, who grew up working in the family business on weekends and summers, joined his parents full time in 1992 after finishing up at WSU.

Giving back to their community is a way of life for the LaMar’s. Just about any local cause in need has relied on Lake Chelan Building Supply for assistance. Schools, rotary club, music festivals, cancer walks and the hospital guild to just name a few of the many civic activities they have supported. In 1993, Lake Chelan Building Supply donated the first Habitat for Humanity home in Lake Chelan and have continued to offer special discounts and donations to Habitat since.

Lake Chelan Building Supply has been recognized as “Best in the Northwest” Washington Family Business of the Year, the 2004 Community Spirit Award from the Washington State Law Enforcement Memorial, 2010’s WBMA Dealer of the Year, Lake Chelan Chamber of Commerce Business of the Year in 2006 and 2015 and last year received the Best Mom and Pop Award.

Other WBMA Members Elected to Office Include:
1st Vice President David Stordahl, Triple S Building Center - Butte, MT
2nd Vice President Rick Jensen, Bayview Building Materials - Elma, WA

Executive Committeeman
Bill Kraut, Hadlock Building Supply - Port Hadlock, WA
Jeff Newenhof, City Lumber Company - Astoria, OR

National Director
Eric Fritsch, Chinook Lumber Company, Snohomish, WA

Board of Directors
Ryan Kline, Disdero Lumber Company - Clackamas, OR
Ben Nesemeier, Lincoln Creek Lumber - Tumwater, WA
Jeff Newenhof, City Lumber Company - Astoria, OR
Phil Schumock, Stella Jones - Tacoma, WA
Christina Tremper, International Wood Products - Tumwater, WA

Happy Holidays!
Distinguished Dealer of the Year:
Dave Dittmer - TAL Holdings, LLC
Vancouver, WA

Dave Dittmer became CEO of TAL Holdings LLC in 2013, a family-owned lumber and building material dealer with locations throughout the Pacific Northwest.

TAL Holdings LLC is the parent company of Tum-A-Lum Lumber, Inc., who has celebrated 110 years in business. In 2017, Marson and Marson Lumber, Inc. with over 60 years in business and Browne's Home Center with over 70 years joined TAL Holdings.

TAL, recognizes that their employees are the most crucial element to their success. Their family culture drives their actions, and they take great pride in their community of more than 175 excellent employees.

Dave continues to support WBMA through his involvement in a WBMA member roundtable group, participating in educational programs and supporting the Link Scholarship Fund. Their regional manager Dana Cowart is also currently on our Board of Directors.

His talented wife Natalia has become an industry leader in utilizing social media. She has significantly impacted TAL’s businesses, provided an excellent program last year at our Annual Convention and has since presented nationally for Do it Best and other.

Associate Member of the Year:
Ten Capital Wealth Advisors

Tim Mitrovich is the CEO and Chief Investment Officer of TEN Capital. He has been WBMA’s Investment account advisor for 10 years, been the generous sponsor of the $500 Link Fund Raffle prize for many years and provides financial management services for several WBMA members.

Tim began his career in the investment industry over twenty years ago and immediately found he had a passion and aptitude for analyzing markets and designing portfolios, but perhaps more importantly also helping clients understand how that work connected to their unique goals.

Tim graduated from Whitworth University in 1999 and in 2003, graduated from the University of Washington School of Law. After interning with the national law firms of Womble Carlyle in Raleigh and Perkins Coie in Seattle, he chose to return to the investment industry.

He soon developed and grew the firm’s Investment Advisory business and over time, interest grew from other advisors, which led Tim to form TEN Capital in 2012.

The firm was created to provide new and existing clients with dynamic strategies for their portfolios and a dedicated team approach to private wealth management. In addition to TEN Capital, Tim is a regular speaker within the investment industry, while also serving on a number of non-profit boards. His most important job is as a husband to his beautiful wife and dad to his precocious daughters.

Tim Mitrovich Associate of the Year receives awards from WBMA President Trent Withers.
Welcome New Member

Boulton Insulation Supply
www.boultoninsulation.com
Terry Trafton - Olympia, WA - 360-971-1312

Since 1948, Boulton Insulation has been serving the Northwest as a local, family owned business. Whether it’s new construction, an existing home, or a commercial project, they can help with locations in: Bremerton, Olympia, Tacoma

Gascoigne Lumber Total Loss in Fire

The buildings that make up Gascoigne Lumber have sat along Salmon Bay since 1909. A four-alarm fire on November 10th destroyed five of those buildings. Firefighters worked through the night, pouring water on what was left of the lumber business that has been in the Gascoigne family for nearly 60 years. No one was injured, all the more incredible given the damage to the area. Unfortunately it has been ruled that it was arson.

Owner Dave Gascoigne, third generation of his family to involved in the business, said the company will go on, but will have to find another location. Gascoigne will relocate and is currently looking for other local property, but plans to resume operating as soon as possible.

1988 WBMA President Joe Orem Passes

Joe Orem, age 74, died on November 5, 2018 in Salt Lake City, Utah. After graduating from the University of Washington, Joe and his wife Margie moved back to Bellingham to raise their family and to help run the family business, Bellingham Sash & Door, later known as Builders Alliance. Joe loved to give back to his community. He strongly believed that education and hard work was the best way to improve yourself and the community around you. During Joe's fifty years in Bellingham, while running the family business, he served as President of the Bellingham Sunrise Rotary Club and Western Building Material Association. Joe helped to start Bank Northwest, he served on the Work Force Development Advisory Board and he was Commodore of the Bellingham Yacht Club. Joe was an avid boater and sailor; he and Margie explored the waters from Prince William Sound, AK to La Paz, Mexico.

Celebration of Life will be held at a later date. In lieu of flowers, memorial contributions may be made in his name to the Bellingham Technical College Foundation's general scholarship fund and the Bellingham Sailing Foundation, with funds going towards the youth sailors of Whatcom County.

WBMA’s Winter Workshops

January 29, 2019 - 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.

January 30-31, 2019 - 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.

February 12-13th, 2018 - Portland, OR
The Science of Selling: Future Sales Results on Purpose
With Rick Davis
This exciting WBMA event, hosted by Rick Davis, the leading sales training to our industry, will give you the insight you need to achieve future sales goals on purpose. Rick will give you definitions that enable you to measure the quality of a sales call, calculate the formula for future sales success, and methodically run every sales appointment better than you have before.

Who should attend: This is a program for your outside salespeople to attend. Managers who accompany their sales team at the session will produce even more energy to fulfill a game plan that works.

March 6-7, 2019 - 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.

March 26-27, 2019 - Olympia, WA
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.

Registrations will be downloadable from our website home page at www.wbma.org
Women in Lumber Leadership Conference
November 8-9, 2018

Withers Lumber attendees

Left: Jan Flynn Facilitator

Rebecca, Hartnagel Bldg, Meagan, Bayview Bldg and Sarah, Withers Lumber

Nicole Stelle, IWP, Michele,

Elena, Hadlock Bldg, Tara, IWP

Karen, Evergreen Lumber, Stephanie, Pacific Bldg and Stacy, Hadlock Bldg
2017 President Kimberly Akre presents 2018 President Trent Withers with President’s Award and Gavalier Jacket

Bob Davies conducts morning education program

Kurt Gerhard and Shawn Fernandez, Paint Sundries with Steve Kerr, Kerr Ace and Heidi Hollander and Stephanie Munden, Pacific Building

Jim DePretto and Rick Jensen of Bayview Building Materials participate in the education session.

Stella Jones with Eric Frich and Joost Douwes of Chinook Lumber Co.

Brett LaMar Lake Chelan Bldg with Dan Ohmer of LBM

Tom Tremper, Hall Forest Products with Trent and Katy Withers of Withers Lumber

Kimberly Akre, Pacific Building Center with Tom Peterson and Jake Leonard of Jensen Distribution
Thank you to the Following WBMA Members for Participating in the Raffle and Silent Auction to Support the Educational Link Scholarship Fund.

**Contributions During This Year’s Event Raised $10,830 for Our Fund.**

Jeff Ailment, Huttig Building Products
Allweather Wood
Akre Family, Pacific Building Center
Bell-Anderson Insurance, George Kupets
Boise Cascade
Disdero Lumber
Dave and Natalia Dittmer
DMSi Software
Mike Dawson, Horizon Distribution
Exterior Wood
Federated Insurance
Shawn Fernandez, Paint Sundries Solutions
Kelly Fox, Lumber Traders
Eric Fritch, Chinook Lumber
Jerry Gaukroger, Boise Cascade
Hall Forest Products
HIAB USA
Horizon Distribution
HUB International
Huttig Building Products
International Wood Products
Mike Isman, HIAB
Rick Jensen, Bayview Elma
Jensen Distribution
Steve Kerr, Kerr Ace Hardware
Bill & Elena Kraut, Hadlock Building Supply
Brett & Beverly LaMar, Lake Chelan Building

Jerry Leemkuil, Federated Insurance
Rick Lierz, Franklin Building Supply
Andrew McDonald, Savage Wholesale
Charley Miller, Miller Lumber Company
Stephanie Munden, Pacific Building Center
Scott Munson, Builders FirstSource
OrePac Building Products
Orgill, Inc.
Pennsylvania Lumbermens Mutual Insurance
Jeff Peterson, Western Wood Preserving
Tom Peterson, Jensen Distribution
Terry Pruitt, IWP
Paul Quandt, HUB International
Simpson Door
Les Sjoholm, Savage Wholesale
Michele Skyles, Disdero Lumber
Stella Jones
David Stordahl, Triple S Building Center
Tom Tremer, Hall Forest Products
Christina Tremer, International Wood Prod V & H, Inc.
Cameon Viebrock, Lake Chelan Bldg Supply
Ed Waite, Builders FirstSource
Weatherly’s Inc.
Western Wood Preserving
Trent & Katy Withers, Withers Lumber Co
Bill & Barbara Young, Stewart Lumber Co.

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

Ideal Lumber Company  The Miller Lumber Company
Rochester Lumber Company Thomas Building Center

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 five $4,000 Scholarships. The deadline is March 22nd.*
Thank You to the Following WBMA Members for Their Support of the 116th Annual Convention

Allweather Wood
Bell-Anderson Insurance
Boise Cascade
Central PreMix
Disdero Lumber
ECi Spruce
Exterior Wood
Federated Insurance
Hall Forest Products
HIAB USA Inc.
Horizon Distribution
Huttig Building Products
Istate Truck Center
IWP
Jensen Distribution
LBM Advantage
OrePac Building Products
Orgill, Inc.
Paint Sundries Solutions
Pennsylvania Lumbermens
Savage Wholesale
Simpson Door Company
Stella Jones
Western Wood Preserving

Thank You Convention Sponsors

Premium Sponsors
Bell-Anderson Insurance Agency
Boise Cascade Building Materials
Huttig Building Products
International Wood Products
OrePac Building Products
Paint Sundries Solutions
Pennsylvania Lumbermens Mutual Insurance
Weatherly’s, Inc.

Sponsors
Allweather Wood
Disdero Lumber
Empire Building Materials
Federated Insurance
HUB International
Lumbermens Merchandising Corp
Stella Jones
Ten Capital Investments
Western Wood Preserving