

WESTERN BUILDING MATERIAL

ASSOCIATION is a trade organization of retail lumber and building material dealers and suppliers in five states: Alaska, Idaho, Montana, Oregon and Washington. WBMA is voluntarily governed and supported by lumber dealers working together to improve their own management, training and marketing skills.

Everyone wants to be successful in today's building material industry, but you need connections...

By becoming a member of the Western Building Material Association *network*, you will establish connections with retail building material dealers in the Pacific Northwest.

WBMA works as an active force for the exchange of ideas and creates a network for retailers and suppliers to form partnerships. Education and training is an essential element in staying competitive in this industry. During the year WBMA develops and provides individualized training throughout the five state area. Valuable products and services are also available to WBMA members, at discounted rates.

Participation in WBMA is an investment in the future of the building material industry, *Your Industry*. Retail Dealers (including Contractor Yards, Home Centers, Hardware Stores and Specialty Shops), Wholesale Distributors, Manufacturers and other Allied and Support Businesses all benefit from WBMA activities.

Let WBMA assist you in services, growth, leadership and much more. We can be your source for the future. Please feel free to call us anytime to request information or ask any questions of our staff.

Phone: (360) 943-3054
(888) 551-WBMA

Fax: (360) 943-1219

E-Mail: wbma@wbma.org

Website: www.wbma.org

“Every man owes a part of his time and money to the business or industry in which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere.”
- *Theodore Roosevelt*



Western Building Material Association
P.O. Box 1699
Olympia, WA 98507

WESTERN BUILDING MATERIAL ASSOCIATION

100 Years Serving the



Building Material Industry

Alaska

Idaho

Montana

Oregon

Washington

Networking Opportunities

Take full advantage of the many networking opportunities available through WBMA.

- Annual Convention & Exhibits
- Workshops & Seminars
- Marketing Conference
- Association Newsletter
- Membership Roster
- Young Westerners Club



Legislation

WBMA serves as a group advocate for our industry by establishing a single, strong and resolute voice at the state and federal levels of government. WBMA assists with regulatory compliance, monitors the legislatures of all five member states and keeps the membership informed of pertinent issues.

Membership in WBMA includes membership in the *National Lumber and Building Material Dealers Association (NLBMDA)*, located in Washington, DC. This combined voice of the building material dealers from across the nation enables our industry to make its views known to our federal representatives.



Business Products & Services

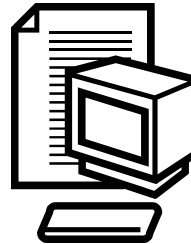
WBMA has many products, services and cost saving programs available.

- Advertising and Promotions
- Business & Consumer Credit Applications
- Employee Application Forms
- Full Length Roof Framing Book
- Lumber & Building Material Reference Manuals
- Lumber Estimate Books
- Power Ladders, Roof Ladders
- Truck Driver Qualification Kits
- Truck Tie Downs, Straps and Accessories
- Yard Orders

Business Forms:

WBMA can provide you with the finest quality customized and/or stock forms, checks, envelopes and letterhead in conjunction with prompt, reliable service with significant savings. Our computer business forms work with most building material management systems including:

Advantage
Dimensions
CSD
Enterprise
Dateline
Triad



Insurance plans:

- Disability Income, Property & Casualty
 - Workers' Compensation
 - Medical/Dental
 - Life Insurance
 - Short Term Disability Insurance
- (Some programs not available in all states)*

Education and Training

Seize the opportunity for personal and professional growth through WBMA's education programs. WBMA regularly develops and provides essential training and educational programs tailored to meet current needs and concerns of the membership throughout the year. WBMA can also customize programs to suit your educational requests.



Programs currently coordinated by WBMA include:

- Credit and Collection
- Contractor Selling Skills
- Customer Service
- Estimating Courses
- Installed Sales
- On-Site Forklift Training & Certification
- OSHA Compliance
- Product Knowledge
- Safety Awareness
- Sales Management - Train the Trainer
- Sales Training
- Yard Foreman

The Learning Resource Center represents a collection of educational materials that addresses all aspects of the successful operation of the building supply business. Materials to assist with government regulatory compliance, credit, yard operation, safety, management, sales training as well as an extensive video library can be borrowed for your review or purchased through WBMA.