APRIL 2019

WCLBMA Southern California Golf Tournament – April 11!

Join your friends and meet new people at this year’s Southern California WCLBMA golf tournament, set for the always great Black Gold Golf Club in Yorba Linda, on Thursday, April 11, 2019.

The registration fee for the day includes greens fees, cart, lunch, beverages and prizes. The format is a shotgun start at 8:00 AM with the lunch and awards following about 1:00 PM. There are many hotel and dining options nearby for those arriving the evening prior to the event.

Sponsorship, marketing and promotions opportunities are available with one of the most popular being a “Gold Sponsor” which includes a table and chairs at a tee box, plus your company name on two holes. Your company representatives will be able to meet and greet the golfers as they come by, and you are able to hand out promotional materials and merchandise. Other levels of sponsorship and promotion are also available. Your company name is also on signage at the course, noted in all WCLBMA communications and in materials at the day of the event.

On June 6, 2019, the WCLBMA golf will move north to Rancho Solano Golf Course in Fairfield for the annual Associates/Dealers Annual Golf Tournament. Rancho Solano has also been a long-time location for the annual golf event and on one of the region’s top-rated golf courses.

All golf events are open to all WCLBMA members and guests. Don't have a foursome? You can be matched with others of your abilities.

Registration information is available in WCLBMA publications, on-line at www.lumberassociation.org and directly from WCLBMA. Contact jean Henning for additional information at 800/266-4344 or jeanh@lumberassociation.org
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NEW MEMBERS
WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION

HANDLE, INC.
San Francisco CA
Patrick Hogan, CEO
Chris Woodard, CMO
Blake Robertson, CTO
www.handle.com

Handle, Inc., headquartered in San Francisco CA, provides a fully automated collections process on all unpaid invoices. At each step of the recovery process from outreach, to asset search, to lien filing, Handle helps you get paid faster.

BORAL BUILDING PRODUCTS
Corona CA and others
Adrian Galeon, Sales Representative
Scott Murray, Regional Sales Manager
Tim McCooy, Technical Manager
Joshua Thurston, Sales Representative
Art Conchas, Sales Representative
www.boralbuildingproducts.com

Boral is a multinational company that manufactures and supplies building and construction materials. Boral Building Products is a division that focuses on mechanically fastened stone veneer, siding and trim, trim accessories and tools.

[REJOINING]
PAYLESS BUILDING SUPPLY
Chico, Anderson & Susanville CA
Frank Solinsky, President
Lynn Strang, Treasurer
Steve Christophel, COO
www.paylessbuildingsupply

Payless Building Supply is an employee owned lumberyard that has been serving home owners and contractors with a variety of low cost and high end building supplies in Northern Californian California since 1973. It is a full-service lumberyard with a variety of products to get any job done with locations in Chico, Anderson, and Susanville CA.
The HIT is suspended for 2019 but is set to return in 2020 unless there is congressional action extending the delay. In January, Sen. Cory Gardner (R-CO), along with Sens. John Barrasso (R-WY), Doug Jones (D-AL), Tim Scott (R-SC), Jeanne Shaheen (D-NH), and Kyrsten Sinema (D-AZ) introduced identical legislation in the Senate. The legislation already has 12 House cosponsors and 18 Senate cosponsors.

Health insurance companies offering fully insured health care plans pay the HIT, but it is normally passed on to employers in the form of higher premiums. According to America’s Health Insurance Plans (AHIP), if implemented in 2020, the HIT would levy $16 billion in fees on health insurance, including increases of $479 per family in the small-group market and $458 in the large-group market.

“The HIT disproportionately hurts small businesses who want to invest in the health and well-being of their employees,” said Jonathan Paine, President and CEO of NLBMDA. “NLBMDA is working on behalf of lumber dealers to help lower the cost of employer-sponsored health insurance.”

The National Lumber and Building Material Dealers Association represents its members in the national public policy arena, with emphasis on efforts to promote the industry and educate legislators and public policy personnel; and assist legislative, regulatory, standard-setting and other government or private bodies in the development of laws, regulations and policies affecting lumber and building material dealers, its customers and suppliers.
Linde lifts have been an excellent addition to our Company since 2001. The bottom line is that we handle more lumber with less lifts and less people by using Linde lifts.

Southeast Wood Treating, Ltd.

CONTACT: GEOFF GARNER
Account Manager
Telephone 562/762-8016
E-mail: ggarn@selectequipment.com

SELECT EQUIPMENT IS A MEMBER OF THE
WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION

www.kion-na.com

Linde Series 387, 388, RX60, 394, 396 and 1401 are perfect for all lumber applications.
- Lifetime brake warranty
- Load capacities up to 40,000 lbs
- Reduced fuel consumption
- Extended service intervals
- Lumber carriages for maximum productivity
- Full time hydrostatic drive delivers tremendous pushing and pulling torque
- Makes precise directional movement
- Eliminate transmission failures and overheating
- Spacious operator cabin and fingertip hydraulic controls allow for all day operator comfort

KION North America | KION GROUP
Distracted Driving Awareness Month

Unless you are a computer, you can’t multitask. You might be able to quickly switch from task to task, but the idea that a person can effectively perform two or more actions simultaneously is just plain false. Whether it’s at home, at work, or on the road, you’re at your best when you concentrate on one activity.

April is Distracted Driving Awareness Month. While drivers should always keep their eyes — and minds — on the road, this month is a good time to remind yourself, and everyone in your life who drives a vehicle for personal or professional use, that when behind the wheel, the only things that matter are the road in front of you and the other vehicles around you.

Don’t text and drive. You’ve likely heard that warning before, and with good reason. Nationwide, 3,450 people were killed in 2016 and 391,000 were injured in 2015 in distracted-driving accidents, according to the National Highway Traffic Safety Administration. Mobile device use of any kind — talking on the phone, changing the song on a music app, entering a destination on a navigation app, among others — should wait until you have reached your destination. Laws regarding cell phone use differ from state to state, but potential consequences remain the same: death or serious injury.

Technology isn’t the only source of interference in the car. Those fries you just ordered in the drive-thru or your messy meatball sub provide plenty of disruptions. But no matter how tasty, they aren’t worth causing an otherwise preventable crash.

Passengers also draw drivers’ attention away from the road. While a light conversation can help a driver stave off fatigue during a lengthy journey, loud and consistent noise can cause confusion. It’s up to the driver to maintain control of passengers’ behavior.

There are many excuses to take your attention off of driving, but none of them make a difference if your trip ends abruptly. So, if something threatens to take your attention away from responsible operation of your vehicle, ignore it. It can wait.

Hayward Lumber Company is celebrating its 100th year anniversary in 2019 with a year-long series of events planned to celebrate the anniversary and thank customers, employees, suppliers and the communities, all leading up to a major celebration on September 7 at the Madonna Inn Expo Center in San Luis Obispo. This family-friendly event will be action packed with activities, entertainment, and with Hayward’s national brand suppliers showing the latest products, and Expo-only special deals.

Hayward Lumber, a full-service building material supplier, has been at the forefront of innovation, a leader in sustainable building and indoor air quality, and has been named one of the top 50 lumberyards in the country. The company began in 1919 in Salinas, California at the corner of Monterey and East Alisal Streets before moving to their current Front Street location just a few years later in 1928. It has survived and grown through the Great Depression, a World War, building busts and booms, and massive changes in technology.

Homer T. Hayward was not new to the lumber business. After World War I Homer decided to sell his interest in the Los Angeles based Hayward Lumber and Investment Company to his brother and moved his family to the Central Coast. On September 19, 1919 Homer T. Hayward established the company in Salinas, California and over the years purchased existing lumberyards in Pacific Grove, Santa Cruz, Watsonville, Hollister, Paso Robles and Atascadero.

HAVE A STORY ON YOUR BUSINESS, YOUR PEOPLE, OR YOUR COMMUNITY ACTIVITIES?

Call Ken Dunham at 800/266-4344 or email him at kend@lumberassociation.org

REACH THIS IMPORTANT INDUSTRY WITH ONE OF THE HIGHLY READ PUBLICATIONS

ADVERTISE YOUR PRODUCTS & SERVICES IN THE LUMBER LOG.

See the last page of this publication or call Ken Dunham at 800/266-4344 or kend@lumberassociation.org
WCLBMA supports treated wood legislation up for renewal in California legislature

The West Coast Lumber & Building Material Association is part of a large coalition of businesses, trade and professional associations promoting the renewal of a portion of the State of California Health and Safety Code relating to treated wood waste.

This legislation, Senate Bill 68, sponsored by State Senator Cathleen Galgiani (D-Stockton) is important to the producers, workers, haulers, and users of treated wood as the legislation seeks to extend the operations of the current provisions for handling treated wood waste in California.

The original legislation establishing the safe disposal of treated wood and education on the use of the products was first passed in California in 2004 and has had periodic required renewals of the bill’s provisions. The original entity behind the legislation has been the Western Wood Preservers Institute, also a member of the WCLBMA.

SB 68 is critical in preserving the economic vitality of the value-added wood preserving industry, which represents over $110 million in product and supports in excess of $60 million per year in employment and business tax benefits to the State of California.

Existing law, as part of the hazardous waste control laws, requires treated wood waste to be disposed of in either a class I hazardous waste landfill or in a composite-lined portion of a solid waste landfill unit that meets specified requirements. Existing law requires each wholesaler and retailer of treated wood and treated wood-like products to conspicuously post information that contains a specified message at or near the point of display or customer selection of treated wood and treated wood-like products, as provided.

This bill would require that message to include an additional specified statement relating to the Internet Web site at which the list of approved landfills that accept treated wood waste can be found. Because failure to post this statement would be a crime, the bill would impose a state-mandated local program.

California citizens, businesses, agriculture, telecommunications, transporters, and government agencies, such as CalTrans and the parks system, that use treated wood products are provided with high standards in health and safety protection for disposing of treated wood waste.

The bill is currently in the committee hearing process with the first of several hearings set for early April.

MARK NOVEMBER 13-14, 2019 ON YOUR CALENDAR FOR THE ANNUAL CONVENTION OF THE WEST COAST LUMBER & BUILDING MATERIALS ASSOCIATION SACRAMENTO, CALIFORNIA DETAILS SOON
California Senate Bill 1 dangerous and vague for business, says WCLBMA and others

The West Coast Lumber & Building Material Association has joined a coalition of more than 35 other trade and professional associations in opposing California Senate Bill 1, sponsored by Senator Toni Atkins (D-San Diego) which would give the state broad and sweeping discretion to state agencies to adopt rules and regulations that they determine are more stringent than federal rules and regulations adopted after January 19, 2017.

The legislation has been named as a “job killer” by the California Chamber of Commerce because the uncertainty created by the bill’s vague, ambiguous, and broad language and lack of due process in the rulemaking process would have a negative impact on the growth, employment, and investment decisions of almost every major California business.

SB 1 seeks to create an expedited administrative procedure not subject to the California Administrative Procedures Act when promulgating emergency rules pursuant to SB 1. Should SB 1 become law, it will likely instigate a wave of new litigation from interested parties wishing to compel a state agency to perform an act required by, or to review a state agency’s action for compliance with, any of the laws subject to SB 1. Businesses would inevitably be forced to intervene in these lawsuits in order to ensure that their interests are adequately represented.

The coalition’s opposition letter states that “SB 1 is an unprecedented power transfer from the Legislature to the Executive Branch. It is too broadly written, contains ambiguous and undefined standards that will create significant costs, uncertainty and unintended consequences for the regulated community, and raises substantial constitutional concerns regarding a lack of due process and violations to the single-subject rule.”

SB 1 is a reintroduced version of last year’s SB 49 (de León; D-Los Angeles)—a job killer bill that was stopped in the Assembly. The bill is currently in the committee process in the state senate.

SET ASIDE YOUR DAY FOR THURSDAY, JUNE 6 TO BE PART OF THE ANNUAL WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION ASSOCIATES/DEALERS GOLF TOURNAMENT RANCHO SOLANO GOLF COURSE, FAIRFIELD CALIFORNIA

REGISTRATION AND SPONSOR/DISPLAY MATERIALS AVAILABLE SOON
Businesses oppose California legislation that would discourage, if not ban, paper receipts

A growing list of businesses and associations, including the West Coast Lumber & Building Material Association are opposing AB 161, legislation introduced by Assemblymember Phillip Ting (D-San Francisco) that would require businesses to offer electronic receipts unless customers ask for paper copies. The legislation refers to a questionable report citing environmental and health risks associated with paper receipts.

Some of the opponents have described the bill as an “electronic receipt mandate, not a paper receipt bill.”

In letters to the bill sponsor and legislative committees, the coalition opposing the legislation notes a mandatory electronic receipt as the default transaction record between a consumer and a business or other entity comes with unique impacts to the small restaurant, hospitality, and tourism community throughout California. The impact of such legislation will be felt throughout businesses of any size, if enacted.

Businesses throughout the state use “point of sale” systems to manage a wide variety of financial information and document transactions by generating traditional receipts. Many of these POS systems are not currently equipped to generate electronic receipts. In order to comply with the requirements in AB 161, many businesses would have to replace their POS systems, disproportionately impacting smaller businesses and, depending on the number of registers, could impose massive costs on these businesses.

Additionally, the coalition points out that AB 161 will create significant operational challenges with customer purchases. In order for a customer and a business to execute and complete a transaction with an electronic receipt, a customer would have to provide some personally identifiable information, holding up lines of customers to collect individual, personally identifiable information from other customers to meet the default mandate set out by AB 161. With California’s recent passage of the California Consumer Privacy Act (CCPA) and its wide-ranging impact on the collection and management of consumer data, the legislature should consider treading lightly in this area as numerous pieces of legislation seek to alter the CCPA.

An additional concern expressed is that Assemblymember Ting represents a district in which a large credit card processing business is located. The bill is currently under consideration in several legislative committees.
NLBMDA selects issues for Washington DC legislative conference

The National Lumber & Building Materials Dealers Association Spring Meeting and Legislative Conference will be meeting with members of Congress and staff on four critical and timely issues impacting the lumber and building material industry next week in Washington DC.

Issues selected for this year's meeting include:

- **Taxation of Qualified Improvement Property Objective:** Fix a drafting error in the Tax Cuts and Jobs Act (Public Law No: 115-97), and allow interior improvements to commercial buildings, known as qualified improvement property, to be eligible for 100 percent bonus depreciation. The Tax Cuts and Jobs Act (TCJA) aimed to spur investment in upgrades and improvements to commercial properties by making qualified improvement property or “QIP” (generally, improvements to the interior of existing nonresidential buildings) eligible for accelerated bonus depreciation and subject to a 15-year depreciation recovery period.

- **Repeal of the Health Insurance Tax Objective:** Delay or repeal the health insurance tax (HIT) levied annually on fully insured health care plans that are offered by many small and medium-sized businesses. Health care remains a major expense for employers that offer coverage to their employees. The HIT is currently suspended for 2019 but is set to return in 2020 unless there is congressional action extending the moratorium.

- **Strengthen the Low-Income Housing tax Credit Objective:** Address the nation's shortage of affordable housing by protecting, expanding and strengthening the Low-Income Housing Tax Credit (LIHTC). Since 1986, LIHTC has financed the development of over 3 million apartments, providing affordable homes to roughly 7.2 million low to moderate-income families. The development of these apartments has supported 3.4 million jobs and generated $323 billion in local income and $127 billion in federal, state and local tax revenues.

Without LIHTC, there would be virtually no private investment in affordable housing. It is fundamentally uneconomic to build housing that very low-income people can afford. In order to develop new apartments that are affordable to renter households earning the full-time minimum wage, the construction cost would have to be 72 percent lower than the current average.

- **Renewal of the US-Canada Softwood Agreement Objective:** Renewal of a Softwood Lumber Agreement (SLA) between the United States and Canada to allow for the continued stable product supply of framing lumber for retailers, home builders and consumers. The most recent Softwood Lumber Agreement (Lumber IV) between the U.S. and Canada - which placed an export tax on Canadian softwood lumber imported into the U.S. – expired on October 12, 2015. There was a one-year cooling off period where neither country was allowed to take administrative actions or engage in litigation regarding the dispute. The modern softwood lumber dispute between the two countries began in 1982 with the current dispute (Lumber V) starting once the last agreement expired in 2015.

Tensions have escalated in the last few years with the U.S. placing both countervailing duties (CVD) and antidumping duties (AD) on Canadian softwood lumber imports. Canada has responded by appealing the decision to a North American Free Trade Agreement (NAFTA) dispute resolution panel, and formally requesting World Trade Organization (WTO) consultations with the U.S. At the center of the dispute is the claim from U.S. lumber producers that the Canadian lumber industry is unfairly subsidized, as federal and provincial governments administer 94 percent of timberlands in Canada.

Over the nine years of the 2006 agreement, Canadian share of the U.S. market averaged 28 percent annually. U.S. market share during that period averaged 71 percent annually. There is relatively little softwood lumber imported into the U.S. comes from countries other than Canada.
Golf Tournament Sponsorship Opportunities
Thursday, April 11, 2019, Black Gold Golf Club, Yorba Linda, CA

☐ Gold Sponsor $550
   Includes one 2x6 table and two chairs at tee box plus sponsoring two holes.
   Your company representatives will be able to meet and greet golfers on the course for
   the entire day, plus provide your company’s promotional materials and merchandise to
   golfers throughout the day. Your company name will also be listed on signage at the
   course, on WCLBMA’s electronic communications, and on WCLBMA golf materials.
   Please note this sponsorship is limited and lunch for two is included.

☐ Sponsor two holes for $350
☐ Sponsor one hole for $175
☐ Sponsor prizes for $150

Black Gold Golf Club
One Black Gold Drive, Yorba Linda, CA 92886
(714) 961-0060
www.blackgoldgolf.com
8:00 a.m. Shotgun Start
1:00 p.m. Lunch and Awards Presentation

Please note, a portion of this year’s net proceeds will be donated to the Make a Wish Foundation.

Please Invoice:
Contact: 
Company: 
Address: 
City/State/Zip: 
Phone: 
Email: 

Please mail your sponsorship payment:
WCLBMA • 177 Parkshore Drive • Folsom, CA • 95630
Phone (916) 235-7490 • Fax (916) 235-7496 • jeanh@lumberassociation.org
Non WCLBMA member companies will be required to pay an additional $150.00

Please Charge:
☐ Master Card  ☐ Visa  ☐ Discover  ☐ American Express

Card Number: 
CVV#: 
Expiration Date: 

Name on Card: 
Signature: 

If Company Card, Co. Name: 
Date: 
Charge Amount: 

WCLBMA Cancellation Policy: NO REFUNDS will be issued after April 3, 2019. If you register to sponsor a hole,
and are unable to attend, you will be responsible for payment.
Golf Tournament Registration
Thursday, April 11, 2019, Black Gold Golf Club, Yorba Linda, CA

$225 REGISTRATION FEE INCLUDES:
Green fees, cart, lunch, and lots of prizes.
Please note, a portion of this year’s net proceeds will
be donated to the Make a Wish Foundation.

SCRAMBLE FORMAT
8:00 a.m.   Shotgun Start
1:00 p.m.   Lunch and Awards Presentation

Black Gold Golf Club
One Black Gold Drive, Yorba Linda, CA 92886
(714) 961-0060
www.blackgolddogolf.com

Golfer #1 Name: ____________________ Company: ____________________

Golfer #2 Name: ____________________ Company: ____________________

Golfer #3 Name: ____________________ Company: ____________________

Golfer #4 Name: ____________________ Company: ____________________

Please pair me/us up with: ____________________

Lunch ONLY - $75 Name: ____________________ Company: ____________________

Please Invoice:
Contact: ____________________ Company: ____________________
Address: ____________________ City/State/Zip: ____________________
Phone: ____________________ Email: ____________________

Please mail your golf registration fees to:
WCLBMA • 177 Parkshore Drive • Folsom, CA • 95630
Phone (916) 235-7490 • Fax (916) 235-7496 • jeanh@lumberassociation.org

Please Charge:
☐ MasterCard   ☐ Visa   ☐ Discover   ☐ American Express

Card Number: ____________________ CVV#: ____________________ Expiration Date: ____________________

Name on Card: ____________________ Signature: ____________________

If Company Card, Co. Name: ____________________ Date: ____________________ Amount to Charge: ____________________

WCLBMA Cancellation Policy: NO REFUNDS will be issued after April 3, 2019. If you register, and are unable to attend, you
will be responsible for payment.

[Signature]
[Date]
2019 Advertising rates and information

The LUMBER LOG is published electronically monthly by WCLBMA and is the organization's official publication. With a mix of industry news, political and government affairs information, business advice, safety and management articles and industry opinion, the LUMBER LOG is an excellent choice for advertising. The LUMBER LOG is regularly e-mailed to nearly 1,700 WCLBMA members and others, and often e-mailed to an additional 400+ in the industry.

**Member Advertising Rates**

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<th>Member</th>
<th>AD Size</th>
<th>1 Month</th>
<th>3 Months</th>
<th>6 Months</th>
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**PUBLISHED FOR MORE THAN 50 YEARS**

NON-MEMBER RATES ARE 1.5x MEMBER RATES. PAYMENT FOR NON-MEMBER ADS IS REQUIRED IN ADVANCE.

**SIZE & FORMAT REQUIREMENTS**

Ads should be submitted in either WORD format or a JPEG file.

- Full page is 7 ¼ x 10 in.
- Half Page is 7 ¼ x 5 in (horiz) or 3 ¼ x 10 (vert)
- Quarter Page is 3 ¼ x 5 in
- Eighth page is 3 ¼ x 2 ½ in

Frequency rate discounts apply to ads purchased in the calendar year beginning January, 2019

Copy changes and ad rotations allowed. Ads or changes must be received by 15th of month prior to publication date. All ad sales are non-commissionable and not subject to brokerage.

**AD Size**

- [ ] Full page
- [ ] Half Page
- [ ] Quarter Page
- [ ] Eighth Page

**FREQUENCY**

- [ ] 12 mon rate
- [ ] 6 mon rate
- [ ] 3 mon rate
- [ ] 1 mon rate

- (For less than 12 month frequency, note months ad is to run at appropriate frequency rate)
- [ ] Jan
- [ ] Feb
- [ ] Mar
- [ ] Apr
- [ ] May
- [ ] Jun
- [ ] Jul
- [ ] Aug
- [ ] Sep
- [ ] Oct
- [ ] Nov
- [ ] Dec

For additional information contact WCLBMA Executive Director Ken Dunham at 800-266-4344 or kend@lumberassociation.org

Name: _____________________________ Date: _____________________________

Company: _____________________________

Address: _____________________________

City: _____________________________ State: _____________________________ Zip: _____________________________

Email: _____________________________ Phone: _____________________________ Fax: _____________________________

☐ CHECK ENCLOSED FOR $ _____________________________

☐ INVOICE US

☐ MasterCard  ☐ Visa  ☐ American Express  ☐ Discover

Card Number: _____________________________ CCV-CSC#: _____________________________ Expiration Date: _____________________________

Name on Card: _____________________________ Authorized $ to Charge: _____________________________

If company card - Company Name: _____________________________

Cardholders Signature: _____________________________