JUNE 2019

Register today for the annual WCLBMA Northern California Golf Tournament

*June 6 – Rancho Solano Golf Course, Fairfield CA*

There are foursomes and sponsorship opportunities available at this year’s annual Northern California Golf Tournament set for June 6 at Rancho Solano Golf Course in Fairfield.

The $225 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 1:30 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” at $550 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.

Rancho Solano has 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](http://www.lumberassociation.org) and directly from WCLBMA. Contact Jean Henning for additional information at 800/266-4344 or [jeanh@lumberassociation.org](mailto:jeanh@lumberassociation.org)
Sixteen WCLBMA members enjoyed two extensive days of learning more about the lumber and building materials industry attending the annual mill tour. This year’s tour included tours of C&D Lumber, Riddle OR; Roseburg Forest Products, in Riddle and Dillard OR; Roseboro, Springfield OR; Zip-O-Log, Eugene OR; and Seneca Sawmill Company, Eugene OR.

The all-inclusive trip included hotels and most meals, a comfortable bus for the travel between locations, and an opportunity for WCLBMA members to interact and get to know each other better.

The mill tour has traditionally been a project of WCLBMA’s 2nd Growth, those primarily under the age of 40 in the lumber and building materials industry, but in recent years more senior owners and managers have been attending because of the many industry advances and innovations.

Additional sponsorships of the mill tour this year came from Federated Insurance Company and Straight Line Transport, Inc.

Plans are underway already for the 2020 mill tour. Dates and the location will be set in the next few months.

MARK NOVEMBER 13-14, 2019 ON YOUR CALENDAR FOR THE ANNUAL CONVENTION OF THE WEST COAST LUMBER & BUILDING MATERIALS ASSOCIATION SACRAMENTO, CALIFORNIA DETAILS SOON
More Mill Tour Photos - 2019

Virtual forest tour at Seneca Sawmill Company

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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
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HAVE A STORY ON YOUR BUSINESS, YOUR PEOPLE, OR YOUR
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Protecting your life’s work.

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Canada Announces Appeal of WTO Softwood Lumber Decision

Canada has announced that they would appeal a decision by the World Trade Organization (WTO) that ruled to allow the United States to use “zeroing” to calculate anti-dumping tariffs. This announcement comes amid the challenges faced by the lack of a renewed softwood lumber agreement between the U.S. and Canada.

Canada launched the technical dispute with the WTO in 2017, saying it would forcefully defend its lumber industry, but last week’s long-awaited decision sided with the United States. The U.S. Commerce Department has accused Canada of unfairly subsidizing and “dumping” softwood lumber, which is commonly used in home construction. Its duties affected over $5 billion worth of imports.

NLBMDA has urged both sides to approve a new softwood lumber agreement and has joined with other industry groups to highlight the effects of the dispute on residential construction. NLBMDA members also recently went to Capitol Hill to ask Congress to push the Executive Branch to enter a new agreement.

**NLBMDA Supports Congressional Action Providing Relief from ELD Compliance**

The National Lumber and Building Material Dealers Association (NLBMDA) supports action taken by Reps. Collin Peterson (D-MN) and Greg Gianforte (R-MT) to introduce the Small Carrier Electronic Device and Exemption Act (H.R. 1697), which would exempt businesses that operate 10 or fewer commercial trucks from the Federal Motor Carrier Safety Administration’s (FMCSA) electronic logging device (ELD) requirement.

For over two years, all drivers with a commercial driver’s license who are required to keep a Record of Duty Status (RODS) must use an ELD to document compliance with Hours of Service rule, which is designed to eliminate the type of driver fatigue that can lead to crashes. Exemptions from the ELD requirement do exist for drivers who operate under the short-haul exception or use paper RODS for not more than 8 days out of every 30-day period.

**MARK NOVEMBER 13-14, 2019 ON YOUR CALENDAR FOR THE ANNUAL CONVENTION OF THE WEST COAST LUMBER & BUILDING MATERIALS ASSOCIATION SACRAMENTO, CALIFORNIA**
Tolko is your preferred supplier for Oriented Strand Board (OSB), Laminated Strand Lumber (LSL), and Lumber products.

Contact your Tolko Sales Team today to learn more about these opportunities.

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EWP Sales Team
Phone: 250-549-5311
Email: EWPsales@tolko.com

Lumber Sales Team
Phone: 250-549-5300
Email: mill.sales@tolko.com

Our free Tolko Product Guide app is now available for download. Set yourself up for success by finding the best Tolko lumber, plywood, OSB, and EWP products for each application.
C&D Lumber has announced its support for Camp Millennium, a non-profit organization based in Roseburg, Oregon. This group works all year to create an incredible week-long retreat and experience for young campers who are dealing with cancer within their families. Campers have the opportunity to engage in a fun-filled, carefree week, where their only focus is to have fun and be kids. The camp strives to ensure every camper feels a sense of belonging and leaves feeling like a member of a loving camp family. Thanks to generous donors, fundraising efforts and dedicated volunteers, Camp Millennium is able to provide this special camping experience at no cost to the families. C&D’s donation will help cover costs for two campers to attend. Throughout the year, we will be looking for ways to continue to raise funds to support this wonderful organization.

Franklin Building Supply has been named as a 2019 winner by the “Best Places to Work in Idaho” program. The Boise-based pro dealer is a top 10 honoree in the “macro employers” category for companies with 250 employees or more. The Best Places to Work in Idaho Program was created to identify, promote, and support Idaho’s best employers. The program “is not a beauty contest,” according to Best Places to Work in Idaho. Honorees are identified based on the results of a confidential employee survey.

Franklin Building Supply CEO Rick Lierz said this was the first year that the dealer participated in the program and asked employees take the survey. Lierz noted that the survey takes up to 45 minutes to an hour to complete and drills down into an employee’s work experience at the company “from all angles.” More than 60% of Franklin’s 650 employees participated in the extensive, anonymous survey, according to Lierz. “All we did was bang the pots and kettles and ask them to take the survey,” he said.

Former California Forestry Association President/CEO David Bischell passed away in late April at his home in Auburn after a lengthy battle with cancer. He had a 44-year career in forestry management positions. He is survived by his wife of 43 years, Jill, children, grandchildren and extended family. Memorial services were held in Auburn on May 17.
Could you afford a permanent vacation?

Business owners and employees alike love to take vacations. While time away is normally a great thing, at a certain point you may start thinking about all the things you need to get back to at work. Take a moment and imagine the following situation: What would happen if you were forced to take a permanent vacation? While this may sound appealing at first, the inability to go to work each day and earn a living can put the future of your business and family in jeopardy. In reality, this is exactly what happens when a disability strikes.

While it’s easy to understand that your income stops during a disability, many people don’t realize that certain expenses, like medical care and travel, often increase. Clearly, a long-term disability can have far-reaching implications. Consider these facts:

- 46.3 percent of Americans cannot cover a $400 emergency.¹
- 68 percent would find it very or somewhat difficult to meet their current financial obligations if their next paycheck was delayed for one week.²

It is not just the short-term impact of losing your next paycheck that’s the problem. One in eight American workers will be disabled for five years or more during their working careers.³ Often, people think workers compensation will cover this loss. But the reality is it only helps cover employees’ economic losses due to job-related situations. Keep in mind that approximately 90 percent of disabilities are caused by illness, rather than accidents.⁴ Consider what the total cost of losing your income over a lifetime could look like:

Think about the value of your home or auto in comparison to the potential value of your lifetime income. While we don’t think twice about protecting these assets against loss, most people don’t consider protecting their ability to earn an income. Owning a disability income insurance policy should not be an afterthought. It should be treated as a necessity, just like the other coverages you have to protect your assets. Disability insurance can provide an income stream to help pay your bills in the event a sickness or injury prevents you from working.

Protect your greatest financial asset: your ability to work and earn a living. Talk to your Federated Marketing representative about how Federated’s Income Shield® can help protect you and your family from the catastrophic effects of a disability.

Federated Insurance is endorsed by WCLBMA for property & casualty needs and financial protection services. For more information, contact WCLBMA at 800/266-4344.
NLBMDA Announces ProDealer Industry Summit 2019

NLBMDA, (National Lumber & Building Material Dealers Association) has announced its return to The Broadmoor in Colorado Springs, Colorado this fall! Make sure to mark your calendars for October 8 - 10 to enjoy picturesque mountain views, luxurious accommodations and an engaging, innovative conference.

The ProDealer Industry Summit is an exclusive three-day educational and networking forum designed to promote the growth of lumber & building product dealers, distributors, wholesalers, and the manufacturers who supply them. LBM dealers will benefit from sharing insights and best practices from leaders in the industry in a relaxed format that encourages networking and personal interaction.

The ProDealer Industry Summit is presented by the NLBMDA and by Hardware + Building Supply Dealer (HBSDealer).

All WCLBMA Dealer members are also members of the NLBMDA and may attend. For additional information, contact Ken Dunham at the WCLBMA.

NEW MEMBERS
WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION

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Roger Redden District Manager
www.makitatools.com

Makita is a worldwide manufacturer of industrial power tools, pneumatics and power equipment, and offers a wide range of industrial accessories. The company was founded in 1915 as an electric motor sales and repair company. Makita U.S.A., Inc. is located in La Mirada, California, and operates an extensive distribution network throughout the U.S.

The Lumber Log
A PUBLICATION OF
THE WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION
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Jean Henning, Membership & Events Director
Charlene Valine, Administrative Director
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OUR SINCERE THANKS TO ALL OF OUR SPONSORS & DISPLAYERS AT THIS YEAR’S UPCOMING NORTHERN CALIFORNIA GOLF TOURNAMENT – JUNE 6 [SPONSORSHIP & DISPLAY OPPORTUNITIES STILL AVAILABLE]

ALL BAY MILL & LUMBER COMPANY ● BLUE TARP FINANCIAL ● CENTRAL VALLEY COLLINS ● FEDERATED INSURANCE ● HANDLE, INC. ● HISIG PARTNERS HUMBOLDT REDWOOD/ALLWEATHERWOOD OWEN-DUNN INSURANCE SERVICES ● ROSBORO ● STRAIGHT LINE TRANSPORT TAIGA BUILDING PRODUCTS ● WESTERN BUILDERS SUPPLY, INC. ● WESTERN WOODS, INC
Linde Series 387, 388, RX60, 394, 396 and 1401 are perfect for all lumber applications.
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WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION
Thursday, June 6th, 2019 – Fairfield, CA

West Coast Lumber & Building Material Association Associates/Dealers Annual Golf Tournament

2019 WCLBMA Associates/Dealers Golf Tournament

Thursday, June 6, 2019
- Cost: $225 per player
- Registration: 6:30 a.m.
- Shotgun Start: 8:00 a.m.
- Lunch & Awards Presentation: 1:30 p.m.

Enjoy a complete program with special events, 18 holes of golf, lunch, beverages and prizes.

Rancho Solano Golf Course
3250 Rancho Solano Parkway, Fairfield, CA
707-429-4653

Register today by:
Fax: 916-235-7496
Phone: 916-235-7490
Email: jehn@lumberassociation.org
Website: www.lumberassociation.org

Register early, to secure your spot in this year’s golf tournament.

It is once again time to register for WCLBMA’s Associates/Dealers Annual Golf Tournament. A portion of this year’s net proceeds will be donated to Make-A-Wish Foundation. Register early to guarantee your spot in the tournament.

Golfer #1 Name & Co.: ____________________________
Golfer #2 Name & Co.: ____________________________
Golfer #3 Name & Co.: ____________________________
Golfer #4 Name & Co.: ____________________________

Please pair me/us up with:
Please Invoice:
Name & Co.: ____________________________ Email: ____________________________

Address:
City/State/Zip: ____________________________ Phone: ____________________________
WCLBMA • 177 Parkshore Drive • Folsom • CA • 95630
(916) 235-7490 • Fax (916) 235-7496 • jehn@lumberassociation.org

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

Card Number: ____________________________ CVV#: ____________________________

Name on Card: ____________________________ Expiration Date: ____________________________
If Company Card Co. Name: ____________________________ Charge Amount: ____________________________

Signature: ____________________________

WCLBMA CANCELLATION POLICY: No refunds will be given after May 30, 2019. If you register and are unable to attend, you will be responsible for payment.
Thursday, June 6th, 2019 – Fairfield, CA

West Coast Lumber & Building Material Association
Associates/Dealers Annual Golf Tournament

2019 Golf Sponsorship Opportunities
Please note, a portion of this year’s net proceeds will be donated to Make-A-Wish Foundation.

☐ Gold Sponsor $550
Includes one 2x4 table and two chairs at tee box plus sponsoring two holes. Your company will be able to meet and greet golfers at Rancho Solano golf 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, and on WCLBMA golf materials. Please note this sponsorship is limited.

☐ Silver Sponsor $350
Includes sponsoring two holes. Company name will also be listed on signage at the course, and on WCLBMA golf materials.

☐ Bronze Sponsor $175
Includes sponsoring one hole. Company name will also be listed on signage at the course, and on WCLBMA golf materials.

☐ Prize Sponsor $150
Includes sponsoring prizes for prize drawing. Company name will also be listed on signage at the course, and on WCLBMA golf materials.

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

Contact on Site: 
Call: 
WCLBMA • 177 Parkshore Drive • Folsom • CA • 95630 
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Non WCLBMA member companies will be required to pay an additional $400.00

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

Name on Card: 
Expiration Date: 

If Company Card, Co. Name: 
Charge Amount: 

Signature: 

Thursday, June 6, 2019
8:00 a.m. Shotgun Start
Rancho Solano Golf Course
3250 Rancho Solano Parkway, Fairfield, CA
707-429-4653

Sign up to sponsor today by:
Fax: 916-235-7496
Phone: 916-235-7490
Email: jeanh@lumberassociation.org
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West Coast Lumber & Building Material Association

An association of independent lumber dealers and suppliers.

Affiliated with the National Lumber and Building Materials Dealers Association.

A portion of this year’s net proceeds will be donated to Make-A-Wish Foundation.
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.

<table>
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<th>Member Advertising Rates (rate per month)</th>
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<td>AD Size</td>
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<tr>
<td>Full Page</td>
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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 1/4 x 10 in. 
Half Page is 7 1/4 x 5 in (horiz) or 3 1/2 x 10 (vert)
Quarter Page is 3 1/2 x 5 in
Eighth page is 3 1/4 x 2 1/4.
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: _______________________________________
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☐ INVOICE US
☐ MasterCard  ☐ Visa  ☐ American Express  ☐ Discover
Card Number: __________________________ CCV-CSC# __________________________ Expiration Date: ________
Name on Card: __________________________ Authorized $ to Charge: ________
If company card - Company Name: __________________________
Cardholder's Signature: __________________________

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