Second Growth Summer Conference speaker will tell you how to live a longer, healthier and more productive life!

Conference also includes sponsorship opportunities and presentations, golf, reception, luncheon and dinner, & golf

This year’s Second Growth Summer Conference, July 18-19, 2019, at the Omni Rancho Las Palmas Resort & Spa in Rancho Mirage, will feature presenter Dan Miller’s subject of “How to be a Happy Healthy Human by Following Nature’s Rules.”

His dynamic and interactive presentation will provide those attending with the knowledge and tools needed to live longer, healthier, and more productive lives. Because he understands the schedules of busy professionals, he incorporates tips on how to maximize the effectiveness of this easy to implement program while taking time constraints into consideration. The program will be Friday morning, July 19.
Second Growth Summer Conference 2019
FROM PREVIOUS PAGE

Golf at the Omni Rancho Las Palmas Golf Course begins Thursday, July 18 6:30 AM. Luncheon follows at the Yard House Restaurant.

The Thursday night opening reception and dinner also bring back the “Lumber Jeopardy” competition. Test your lumber & building materials knowledge and find out how smart you really are. Members will compete in this trivia contest regarding all things related to lumber, building materials, and forest history. Who will take home this year’s first place title?? Join us for a fun evening of education and team building starting at 6:00 PM.

While the summer Second Growth Summer Conference is part of WCLBMA’s “under 40ish” group of professionals, any WCLBMA member of any age is welcome to Attend.

Following the Friday morning breakfast, the “Vendor Companies Showcase” is part of the day’s program. Get to know your vendors! Each company sponsoring the complete summer conference level will have time to introduce themselves, their sales teams, and their products to the group. Hear about the latest and greatest products being offered in today’s marketplace.

Additional questions on this year’s conference can be directed to Jean Henning at jeanh@lumberassociation.org and at 800/266-4344. Registration and sponsorship materials are included in this publication, in the WEEKLY E-Update and on the WCLBMA website


Beginning on January 1, 2020, it will be illegal to conduct pre-employment drug testing for marijuana in the state of Nevada. Assembly Bill No. 132 was signed into law by the governor on June 5, 2019. This makes Nevada the first state to enact such a law (although New York City became the first city to enact such a law.)

The law provides that it “is unlawful for any employer in this State to fail or refuse to hire a prospective employee because the employee submitted to a screening test and the results of the screening test indicate the presence of marijuana.” A “screening test” is defined to mean a test of a person’s blood, urine, hair or saliva to detect the general presence of a controlled substance or any other drug. The law does not apply to applicants who apply for positions as firefighters, emergency medical technicians, operators of motor vehicles who are required to submit to drug tests, or other positions that “in the determination of the employer, could adversely affect the safety of others.”

The law further provides that if an employer requires an employee to submit to a drug test within the first 30 days of employment, the employee shall have the right to submit to an additional drug test, at his or her own expense, to rebut the results of the initial test. The employer “shall accept and give appropriate consideration to the result of such a screening test.”

The law does not apply if it conflicts with the provisions of an employment contract or a collective bargaining agreement, or if it is inconsistent with provisions of federal law, and further does not apply to positions funded by a federal grant. Employers should review and revise their pre-employment drug testing policies prior to January 1, 2020. In addition to removing marijuana from the testing panel, employers should review their job descriptions to determine which positions may be exempt from the law because they “could adversely affect the safety of others.”
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WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION
NLBMDA supports “Main Street Tax Certainty Act”

The National Lumber and Building Material Dealers Association (NLBMDA) and over 100 other organizations have signed a letter in support of the Main Street Tax Certainty Act of 2019. The act would help ensure tax relief for qualified business income for S corporations, partnerships and sole proprietorships. Economists believe the tax deduction for these businesses would significantly aid economic growth. Under current law, the deduction is set to expire after December 31, 2025. This bipartisan legislation will help ensure permanent tax relief for the millions of employers organized as S corporations, partnerships and sole proprietorships. “These main street employers are the backbone of the American economy — they employ the majority of U.S. workers and represent 95 percent of all businesses,” the letter said in part. Despite the economic importance of the pass-through sector, the Section 199A deduction is scheduled to sunset at the end of 2025. Repealing this sunset will benefit millions of pass-through businesses, leading to higher economic growth and more employment. Economists Robert Barro and Jason Furman found that making the passthrough deduction permanent would result in a significant increase in economic growth. The American Action Forum found similar results.

The Lumber Log
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Protecting Your American Dream, Together.

Face to face, eye to eye, delivering a modern level of service.
Who knows what to do in your absence?

Fires are hazards that we can take steps to minimize and prepare for. We check smoke detectors and change the batteries when needed. We teach our children how to get out of the house and where to meet outside if there is ever a fire in our home. From elementary schools to large corporations, organizations hold drills to make sure everyone knows what to do in the event of an emergency. This concept can, and should, be applied to the operation of your business. Have you held a company “fire drill” lately?

In the unlikely event that you don’t make it to work tomorrow, do your co-owners and key employees know what to do to keep things running smoothly in your absence? If you are the type of business owner who is hands-on and “does it all,” consider the following questions:

- Have you shared how things are done and where essential information can be found?
- Who will meet with potential clients or schedule jobs?
- Who, if anyone, has access to bank accounts to pay monthly expenses and make sure payroll is taken care of so your employees are paid on time?
- Do your right-hand people know the names and contact information of your business’s advisors, including your CPA, attorney, or insurance professional?

You should know the answers to these questions before an unexpected event occurs that might keep you out of the office for a few days, a few weeks, or even longer. Make sure your employees know what to do by holding periodic exercises to gauge their readiness to step in. Don’t let a sudden and unplanned management “fire” threaten the ongoing success of your business.
PLEASE JOIN THE
WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION

For a hosted reception and
opportunity to meet casually with the
Chair of the National Lumber & Building Material Dealers Association (NLBMDA)
Bob Sanford, Sanford & Hawley Inc., Unionville CT

&

The Officers and Board of Directors of the
WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION

6:00 -8:00 PM  -  August 1, 2019
Westin Carlsbad Resort & Spa, 5480 Grand Pacific Drive
Carlsbad CA 92008
Reception is open to all members of the WCLBMA

RSVP, please, to Ken Dunham
kend@lumberassociation.org
1/800-226-4344
[By July 30, 2019]

The West Coast Lumber & Building Material Association
will be conducting its annual summer board of directors
meeting and annual strategic planning session
the following day, and is joined this year by
Bob Sanford in his role of Chair of the NLBMDA, 2019
Business as usual and that’s not good
By Ken Dunham, WCLBMA Executive Director

Periodically it’s time for my rant about the state of government and political affairs. This year no different. Bottom line for both state and federal; the divisions are deep, serious problems are not being resolved and a lot of senseless legislation is introduced.

Here’s a couple choice ones from the halls of Sacramento.

Assembly Bill 161, introduced by San Francisco Democrat Phil Ting, is legislation that would require businesses to offer electronic receipts unless customers ask for paper copies. The arguments against the legislation are many.

The large business coalition opposing this bill summed it up this way. “Proposing 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. While seeking to reduce unnecessary paper use is a laudable goal, the financial costs, logistical hurdles, and consumer privacy must be considered when mandating electronic receipts as the default.”

A theatrical scare tactic of paper receipts containing toxic materials, including BPA and BPS, is questionable at best. Issues of increased shoplifting because of electronic receipts have not been addressed. Providing receipts for tax purposes becomes significantly more difficult.

Assembly Bill 85/Senate Bill 85, introduced by the Assembly Committee on Budget (but first introduced by Assembly member Ting) and in the state senate by the Committee on Budget and Fiscal Review. This legislation proposes to exempt the Independent Emissions Market Advisory Committee (IEMAC) from communications provisions of the Bagley-Keene Open Meeting Act.

To be totally honest, I really knew nothing about the Independent Emissions Market Advisory Committee until I looked it up. It’s a group within Cal EPA. What is concerning to me is this is another attempt by state government to do business in secret. The is buried in an “omnibus trailer bill” which covers funding and administration for various state agencies.

This bill is dangerous as it circumvents the public from hearing the conversations the IEMAC is having on issues and reports that will have weighted influence over legislative and regulatory policymakers over public stakeholders. Removal of the IEMAC from the Bagley-Keene Act curbs the public access to the discussions regarding the program, as stated in its purpose, the Bagley-Keene Act does more than provide the public a meeting notice. If the members of the IEMAC believe they need more time to communicate with each other when analyzing the program in a public forum, additional meetings should be scheduled.

Simply said, government actions should be conducted in full view of the public. Period. Both of these pieces of legislation appear to be the fast track to be enacted, unless the governor decides to veto them. The rational opposition to bills like this generally gets cast aside and ignored.

Have a view you want to share on just about any subject? Send the proposed article to Ken Dunham at kend@lumberassociation.org for inclusion in a future LUMBER LOG.
NEW MEMBERS
WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION

METAL SALES MANUFACTURING CORPORATION
Woodland CA and other locations nationwide
www.metalsales.us.com

Gary Davidson, National Account Manager
Jason Davis, Regional VP of Sales
Dave Darnbaugh, General Manager
Jere Glass, Territory Sales Manager
Kim King, Territory Sales Manager
Steve Reynolds, General Manager
Greg Lawrence, Administrative Manager

Metal Sales Manufacturing Corporation, in business for more than 50 years, has earned a reputation of the premier provider of metal building components. The company has backed their reputation with the industry’s largest professional sales team, supported by 21 branches located throughout the United States.

SCANTRON TECHNOLOGY SOLUTIONS
Omaha NE and other locations nationwide
www.scantron.com

Jillian Dabovich, Business Development Manager
Kelly Anderson, Sales Operations

Scantron Technology Solutions (STS) is a nationwide provider of local technology services and support. For more than 40 years, the company have helped organizations get greater value from their technology investments through prompt remote and onsite hardware support services, managed print services, managed IT services, network security services, and network design and implementation. Based in Omaha, Nebraska, (STS) is a division of Scantron Corporation. STS supports customers at more than 52,000 locations across the United States.

WCLBMA updates association website

The West Coast Lumber & Building Material Association regularly updates its website, in particular the membership listings, and asks that members check their listing to ensure the information is up to date. The association website, found at www.lumberassociation.org, includes a variety of industry information, association events, business contacts for members, and other contacts.

Additionally, in the “Members Only” section, the website has the association membership directory in a downloadable format, ongoing government affairs information and more.

“With the changing use of websites and more people accessing websites through their phone or tablet, we are pleased with this new format that makes reading it easier,” said WCLBMA Executive Director Ken Dunham.

The “Members Only” section of the website is password protected. WCLBMA members can contact Ken Dunham at kend@lumberassociation.org for the current password.

There is also a limited amount of advertising available on the website home page. More information can be found in this edition of the LUMBER LOG.

Happy Canada Day
July 1!

TO OUR CANADIAN MEMBERS & FRIENDS
ECi Software Solutions, a leader in cloud-based business management solutions, has announced multi-location functionality for the NET1® Payment Processing Solution, an internet-based system that fully integrates with the Advantage®, DDMS®, DDMSPLUS®, e-automate®, M1®, Red Falcon®, RockSolid POS™, RockSolid MAX™, Spruce™ and TeamDesign® software products. This new functionality will facilitate reporting on the payment transactions of all locations through a single point of access. It also provides the ability to determine data security for the entire business rather than per location. The ease and efficiency of this wholistic approach provides more security, an accurate picture of the business and saves considerable time.

Online processing is the most effective and economical way for businesses to process payments, and full integration with business management software ensures a seamless experience for users and customers alike. In addition, NET1 uses tokenization and end-to-end encryption providing a higher standard of payment and data security which protects a business’ transactional data and that of its customers.

ECi Software Solutions provides end-to-end business management software and services, focusing on cloud-based technologies. For 30+ years, ECi has served small to medium-sized manufacturing, wholesale/retail distribution, building and construction, and field service organizations. Privately held, ECi is headquartered in Fort Worth, Texas, USA, with offices throughout the U.S., Canada, Mexico, England, the Netherlands, and Australia.

For the second consecutive year, Federated Insurance has been named one of the Top 150 Workplaces in Minnesota by the Star Tribune. The Top Workplaces program recognizes Minnesota companies with outstanding organizational health based on employee opinions regarding company vision, leadership, benefits, satisfaction, connection, and more.

“We are proud to once again be recognized for the tremendous culture and team here at Federated,” said Jeff Fetters, Chairman and CEO of Federated Insurance and Star Tribune’s 2019 Large Company Top Leader. “Being named a Top Workplace is an honor shared among all 2,580 employees. As our organization grows, we are pleased to offer an outstanding employment experience to people in Minnesota and across the country.”

Founded in 1904, Federated Insurance is a national insurance and risk management organization that serves the property, casualty, and life insurance needs of clients in select industries. The organization has more than 500 recommendations from state, regional, and national associations and buying groups and is rated A+ (Superior) by industry analyst A.M. Best®. The WCLBMA endorses Federated Insurance for property and casualty insurance, as well as for financial planning services.

**MARK DOWN THE DATES OF NOVEMBER 13-14, 2019**

**THE ANNUAL CONVENTION OF THE WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION**

**SCARAMENTO, CALIFORNIA – DETAILS SOON**
More In the news

News from and about WCLBMA Members

Send your company news to Ken Dunham at kend@lumberassociation.org

Capital One to acquire BlueTarp Financial, Expanding Credit Card Partnerships B2B Servicing Capabilities. Capital One has announced the entry into a definitive agreement to acquire BlueTarp Financial, a leading business-to-business trade credit financing company headquartered in Portland, Maine.

BlueTarp delivers customized business-to-business credit management programs to merchants and small- to medium-sized companies. It allows for a seamless purchase-to-payment process featuring a combination of accounts receivable management tools, cash flow and risk protection, with optional collections and customer support. These programs will provide additional servicing capabilities and broader financial offerings for Capital One’s co-brand and private-label credit card partnerships clients.

BlueTarp’s clients include national and regional business-to-business suppliers across a variety of industries including office supplies, hardware, home building, building materials, lumber and supplies, tools and equipment and many more. Founded in 1998, BlueTarp was founded to give building material suppliers a superior credit program that delivers cash flow so that they could invest in their business and grow sales while protecting themselves from risk.

“As an emerging leader in the business-to-business credit management industry, we were eager to identify a like-minded partner who could help us transform this sector on a much larger scale,” said Scott Simpson, CEO of BlueTarp.

Portland, Maine will continue to be home for BlueTarp, which will continue to provide enterprise merchant partners with the same great products and services that they receive today. Terms of the transaction were not disclosed. The transaction is expected to close in the third quarter of 2019, subject to customary closing conditions.

NLBMDA Legislative Priorities Update:

U.S.-Canada Softwood Lumber Agreement

Negotiations continue between the United States and Canada on a new softwood lumber agreement. Last In late June, Canadian Prime Minister Justin Trudeau met with President Trump at the White House to discuss a range of issues including the United States-Mexico Canada Agreement (USMCA) and softwood lumber tariffs, according to various media reports.

While softwood lumber was not addressed in the USMCA, the agreement retains dispute resolution panels which allow one of the three countries to appeal anti-dumping and countervailing duty decisions for perceived unfair trading practices.

On June 4, Canada officially appealed a World Trade Organization (WTO) panel ruling it lost on April 9, 2019 which allowed the United States to use “zeroing” to determine anti-dumping duties on softwood lumber. Zeroing calculates duties based on whether the foreign domestic price of a product exceeds its U.S. import price after it is adjusted for transportation and handling costs. This ruling resulted from a 2017 WTO case in which Canada challenged the U.S. Department of Commerce’s affirmative final determination in the anti-dumping investigation of softwood lumber products from Canada.
OUR SINCERE THANKS TO ALL OF THE SPONSORS & DISPLAYERS AT THIS YEAR’S NORTHERN CALIFORNIA GOLF TOURNAMENT

ALL BAY MILL & LUMBER COMPANY
BLUE TARP FINANCIAL
CENTRAL VALLEY
COLLINS
FEDERATED INSURANCE
HANDLE, INC.
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HUMBOLDT REDWOOD/ALLWEATHERWOOD
OWEN-DUNN INSURANCE SERVICES
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TAIGA BUILDING PRODUCTS
WESTERN BUILDERS SUPPLY, INC.
WESTERN WOODS, INC
WCLBMA 2nd Growth Summer Conference
July 18-19, 2019

Thursday, July 18
6:30 a.m.  Golf Shotgun Start – Omni Rancho Las Palmas Golf Course
12:00 p.m.  Golf Luncheon at Yard House
6:00 p.m. – 9:00 p.m.  Opening Reception/Group Dinner/Lumber Jeopardy
Test Your Lumber & Building Materials Knowledge
Find out how smart you really are. Members will compete in this trivia contest regarding all things related to lumber, building materials, and forest history. Who will take home this year’s first place title?? Join us for a fun evening of education and team building.

Friday, July 19
8:00 a.m.  Breakfast
8:30 a.m. – 9:30 a.m.  Vendor Companies Showcase
Get to know your vendors! Each company sponsoring the complete summer conference level will have time to introduce themselves, their sales teams, and their products to the group. Hear about the latest and greatest products being offered in today’s market place.

9:30 a.m. – 12:00 p.m.  Dan Miller
How to be a Happy Healthy Human by Following Nature’s Rules
Dan’s dynamic and interactive presentation will provide us with the knowledge and tools we need to live longer, healthier, and more productive lives. Since he understands the schedules of busy professionals, he incorporates tips on how to maximize the effectiveness of this easy to implement program while taking time constraints into consideration. Dan’s program will help increase productivity; decrease absenteeism; increase engagement; reduce health care costs; improve recruitment and retention; and increase employee morale.

Name(s):  Spouse/Guest:

Company:

Address/City/State/Zip:

Phone:  Email:

$475 – 2nd Growth Member  = $________
$350 – Member Spouse  = $
$150 – Golf Luncheon  = $
$55 – Non Golfer w/Luncheon  = $
$395 – Non Member  = $

$________ TOTAL AMOUNT DUE

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If Company Card – Company Name:  Zip Code:

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Please make checks payable to WCLBMA: 177 Parkshore Drive, Folsom, CA 95630
Phone:  916-235-7480  Fax:  916-235-7496  Email:  learn@lumberassociation.org
Cancellation policy: NO REFUNDS will be issued after July 5, 2019. If you register and are unable to attend, you will be responsible for payment.
WCLBMA 2nd Growth Summer Conference

2019 Sponsorship Form

The West Coast Lumber & Building Material Association's 2nd Growth will host their Annual Summer Conference July 18-19, 2019 at the Omni Rancho Las Palmas Resort & Spa in Rancho Mirage, CA.

This year, sponsorship opportunities for the summer conference include three different levels. Sponsorships will help secure additional key industry speakers for the summer conference as well as future meetings.

2nd Growth is asking all WCLBMA member companies to consider sponsoring a level at this year's conference. Levels available for sponsorship are:

☐ $375 Complete Summer Conference Sponsor
  Complete Summer Conference Sponsors will have 5-10 minutes to tell attendees about the products and services you provide during Friday morning's breakfast session. Sponsorship includes one tabletop exhibit space during Thursday's opening reception/dinner and all day during Friday's educational programs. Your company name will also be posted at all events.

☐ $250 Opening Reception Sponsor
  Your company name will be posted at Thursday evening's opening reception/dinner.

☐ $150 Golf & Golf Luncheon Sponsor
  Your company name will be posted at Thursday morning's golf event and on all golf registration materials including golf luncheon.

All sponsoring companies will receive recognition in future issues of WCLBMA's electronic monthly newsletter, Lumber Log and weekly email updates. To be included as a sponsor, please complete this form and fax back to the WCLBMA office at (916) 235-7496 or email to jeanh@lumberassociation.org. If you have any questions, please call the WCLBMA office at (800) 266-4344. We look forward to another successful year!

Company:

Contact:

Address/City/State/Zip:

Email: Phone:

Card type: □ MasterCard □ Visa □ American Express □ Discover

Card Number: CVV#: 

Name on Card: Expiration Date:

If Company Card - Company Name: Zip Code:

Cardholder's Signature: Authorized Amount to Charge:

Please make checks payable to WCLBMA: 177 Parkshore Drive, Folsom, CA 95630

Phone: 916-235-7490 Fax: 916-235-7496 www.lumberassociation.org
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>
<thead>
<tr>
<th>Member Advertising Rates</th>
<th>(rate per month)</th>
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<tr>
<td>AD Size</td>
<td>1 Month</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 ½ x 10 in. Half Page is 7 ½ x 5 in (horiz) or 3 ¼ x 10 (vert)
Quarter Page is 3 ½ x 5 in Eighth page is 3 ¼ x 2 ½
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 noncommissionable 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: __________________________

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