WCLBMA elects 2020 officers and directors

The West Coast Lumber & Building Material Association (WCLBMA) has confirmed and elected officers and directors for 2020 at their annual convention November 13-14 in Sacramento. One of the nation’s largest lumber and building materials trade associations, the organization begins its 103rd year in 2020.

Continuing as President for 2020 is Mark Boone, president and CEO of Champion Lumber, Riverside CA. The association moved to two year terms for officers several years ago.

First Vice President will be Frank Addiego, All Bay Mill & Lumber, American Canyon CA. Second Vice President will be Matt Endriss, Central Valley, St. Helena CA. Continuing as Treasurer will be Sean Fogarty, Osborne Lumber, Newark CA. WCLBMA Executive Director Ken Dunham will continue as Corporate Secretary.

Newly elected to the board of directors are: Emily Brown Morgan, Ashby Lumber, Berkeley CA; Merritt Goodyear, Trinity Lumber, Weaverville CA; and Brian Bunt, Windsor One, Petaluma CA; and Marc Mizgorski, Hayward Lumber, Monterey CA, was re-elected for a second term on the board. Augie Venezia, Fairfax Lumber, Fairfax CA, was re-elected as Government Affairs Chair.

Holdover directors are: Chris Fleiner, Reno Carson Lumber, Reno NV; Brian Pierce, Friedman’s Home Improvement, Santa Rosa CA; Barrett Burt, Ganahl Lumber, Pasadena CA; Thom Wright, Sierra Pacific Industries, Anderson CA; Pat Zan, Taiga Building Products, Rocklin CA; and Vic Hausmaninger, HBLA Certified Public Accountants, Irvine CA.

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WCLBMA elects 2020 officers and directors
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The president of WCLBMA’s “Second Growth” group of emerging leaders who will be formally elected in December also joins the board of directors. For 2020 it is Ryan Lauterborn, Trex Company, Placentia CA.

WCLBMA is one of 12 regional trade organizations affiliated with the National Lumber and Building Materials Dealers Association, headquartered in Washington DC. It represents more than 2,500 independent lumber and building materials dealers nationwide.

WCLBMA, with its offices in Folsom CA, provides government affairs services for its members, educational and training program coordination, industry promotion and advocacy, and a variety of informational services. The organization currently has more than 300 members in the United States, Canada and several Pacific Rim countries.

West Coast Lumber & Building Material Association honors Sierra Pacific Industries’ “Red” Emmerson with “Lifetime Achievement Award”

The West Coast Lumber and Building Material Association presented one of its infrequent “Lifetime Achievement Awards” to the founder of Sierra Pacific Industries Archie “Red” Emmerson at its annual convention in Sacramento in November.

In presenting the award WCLBMA President Mark Boone said, “If you know anything about the importance of the timber and lumber industry in America and especially in the West, this individual perhaps represents the face and spirit of the industry more than about anyone.”

He added, “The stories of this man and his philosophy of treating everyone in the company with respect and dignity, and the company’s sound forest management practices make them a model for what business should be.”

He noted that Red, at the age of 20, and his father, with some borrowed money, leased a sawmill and lumber business in Oregon. In the years that followed Sierra Pacific Industries has grown to a company that owns and manages about two-million acres of timberland in California and Washington. It is also one of the largest private landowners in America.

Today's operation includes 14 sawmills, two millwork facilities, a remanufacturing plant, two bark plants, seven co-generation facilities, and three window and door manufacturing plants. It may be also fitting that Sierra Pacific Industries celebrated its 70th anniversary two months ago.

Emmerson is still actively involved in the company at 90, with his two sons, Mark and George, managing the company and four of his grandchildren are now involved. His daughter Carolyn manages the Sierra Pacific Foundation that has provided more than $8-million in higher education scholarships and supports community activities across the West.
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WCLBMA honors Betsy Bendix as “Associate of the Year” at annual convention

Each year the West Coast Lumber & Building Materials Association honors those who make exceptional contributions to the association and to the industry. The 2019 recipient of the “Associate of the Year” award this year is Betsy Bendix, Western Woods.

In recognizing her contributions, WCLBMA President Mark Boone noted she is one of those people who is always at association and industry events, and always busy helping out as needed.

Bendix is a 25-year veteran of the LBM industry in the sale of various building materials for Western Woods, BlueLinx, Fiberon, Huttig and All-Coast Forest Products over the years. She is well known in the industry for her dedication, experience and product knowledge.

Originally from Boston, she moved to California many years ago for her professional advancement. She is also an active member of Hoo Hoo International.

Buyers’ Guide begin 6th year of partnership with WCLBM

The West Coast Lumbers & Building Material Association has announced that the exclusive WCLBMA Buyers’ Guide, the premier resource of relevant products and services for lumber and building material professionals, continues to be available at the WCLBMA website at www.lumberassociation.org and in all WCLBMA regular publications. WCLBMA has partnered with Strategic Value Media since 2014 on this service to members.

WCLBMA has partnered with Overland Park, Kan.-based Strategic Value Media, a leading nationwide provider of print and digital media solutions for national, state and local trade and membership associations, to produce the Guide. WCLBMA is proud to provide its members with this useful and easily accessible year-round resource.

“This comprehensive Guide offers access to a vast network of industry suppliers,” said Ken Dunham, WCLBMA Executive Director. “We are very pleased with the fine work SVM has done with this Guide, which we anticipate will now greatly assist industry professionals in making educated purchasing decisions throughout the year. The response to this Guide by the industry has been nothing short of outstanding.”

The 2019 version of the Guide features updated and expanded company and product listings, in addition to other valuable information relating to the lumber industry. The Guide provides WCLBMA members and other industry professionals with an efficient way to browse for goods and services. The Guide also offers lumber suppliers and companies exceptional visibility by showcasing their products and services to a targeted, industry-specific buyer group.

If your company or business has not yet taken advantage of this exceptional opportunity to highlight your products and services in the Guide, it is not too late! To learn more about advertising your products or services in this exclusive Guide, please email wclbma-advertise@svmmedia.com or contact Ken Dunham at WCLBMA.
HOSTED PAYMENT PAGE + SECURE CLIENT PROFILES

Too many organizations are still storing sensitive client information on company servers or worse, filing cabinets. The CardPointe payments platform comes standard with secure customer profiles that make it simple to add and securely save customer payment information for future use. Plus, our Hosted Payment Page is the perfect tool for businesses who need simple – yet secure – eCommerce functionality on their website, like the addition of a ‘Pay Now’ button.

MAXIMUM SECURITY: P2PE & Tokenization

Protect every transaction with CardSecure®, our patented PCI-certified security solution for tokenizing cardholder data. Cardholder data is replaced with a string of random characters that cannot be reversed - so if breached, no meaningful value is exposed. In tandem to the tokenization process, data is encrypted and stored in CardConnect’s off-site vault.

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CardConnect automatically includes Level 2/3 data with every transaction, so you always qualify for the lowest possible rates. Better yet, all WCLBMA members will receive a complimentary statement analysis to uncover how our technology can help your business realize significant savings.

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CONVENTION PHOTOS


LEFT: Niall Crehan, Combi lift; CENTER: Dan Yoon, Jong Yoon, Doug An, Young Century Micro Tech; RIGHT: Debbie and Charlie Cain, Fairfax Lumber & Hardware

LEFT: Mike DeSimone, BlueTarp; CENTER: Mike Howe & Erick Johnson, Federated Insurance RIGHT: Geoff Garner, Select Equipment Sales
CONVENTION PHOTOS


LEFT: Rick Gosselin, Tolko Industries; Pat Zan, Taiga Building Products, Ben Wacker, Tolko Industries; CENTER: Thom Wright, Sierra Pacific Industries & Jim Holden, ECI Software Solutions; RIGHT: Tim Glesener & Brett Hagen, Taiga Building Products

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Changes may require a review of your plans

As the holiday season approaches and we prepare for gatherings of family and friends, many of us take this as an opportunity to reflect on things that have happened in our lives over the past year. The birth of a child or grandchild, the loss of a loved one, weddings, a new job, or retirement are just a few of the changes you may have experienced. In addition to how these events impacted your personal life, have you considered how they may have affected your financial life, including your family and business succession plans? If the makeup of your family or the ownership of your business has changed recently, you may want to consider the following questions:

- **Wills and trusts**: Do your estate planning documents include all of your children and grandchildren? Do you have a new son- or daughter-in-law from whom you want to protect assets in the event of a future divorce? Do you still want to leave your estate to all of your children equally, even though one has decided to join you in your business, and the others are pursuing other interests?
- **Buy-sell agreement**: Has a co-owner retired or left your business due to death or disability? Have you changed your succession plan to bring in another child or a key employee as a new owner in the future? Has the value of your business changed?
- **Beneficiary designations**: Do you know who is named as the beneficiary of your retirement plans and life insurance policies? Do these designations still reflect your wishes and coordinate with your overall planning?

Changes that occur over the years often necessitate a review of your plans. Don’t inadvertently disinherit someone who was born after your documents were executed, or leave your family with less than fair value for your business interest because of an out-of-date valuation. Consult with your attorney to review your existing plan, or if you don’t have one in place yet, create a new plan, to make sure your wishes are known and will be carried out when you’re gone.

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No dull moments on tariffs

By Kevin McKenney, NLBMDA Director of Government Affairs
Written on October 26, 2019

These days, there’s never a dull moment in Washington when it comes to trade policy, specifically tariffs. The Trump Administration has made trade policies, particularly with China, a top priority and the use of tariffs has been a main tool for President Trump. For this update, we will look at the latest on the steel and aluminum tariffs (Section 232) and the tariffs on Chinese products (Section 301).

Back in March of 2018, President Trump used Section 232 of the Trade Expansion Act of 1962 to apply 25% and 10% tariffs, respectively, on certain steel and aluminum imports. Section 232 grants authority to the President to impose restrictions on certain imports based on an affirmative determination by the U.S. Department of Commerce that the targeted products are being imported into the United States “in such quantities or under such circumstances as to threaten to impair the national security.”

The Administration temporarily granted Section 232 tariff exemptions for several countries pending negotiations on new trade agreements. Permanent tariff exemptions, in exchange for import quotas, were eventually granted to Brazil and South Korea for steel, and to Argentina for both steel and aluminum. Australia received a permanent exemption from both tariffs with no quotas. In June 2018, the Administration removed the temporary tariff exemptions for Canada, Mexico, and the European Union.

In August 2017, the United States Trade Representative (USTR) initiated an investigation into the Chinese government’s actions on trade. During the investigation, the USTR determined that China’s policies and practices are unreasonable or discriminatory and burden or restrict U.S. commerce, and are thus actionable under Section 301 of the Trade Act of 1974.

Last year, USTR used Section 301 to impose an additional 25% tariff on Chinese imports with an annual trade value of approximately $250 billion. The additional tariffs were imposed in three lists. List 1 covered 818 products, with an approximate annual trade value of $34 billion. List 2 covered 279 products, with an approximate annual trade value of $16 billion. List 3 covered 5,733 products, with an approximate annual trade value of $200 billion and included some LBM products.

On May 17, the U.S. announced an agreement with Canada and Mexico to remove the Section 232 tariffs for steel and aluminum imports from those countries and for the removal of all retaliatory tariffs imposed on American goods by those countries. According to the Administration, the agreement provides for aggressive monitoring and a mechanism to prevent surges in imports of steel and aluminum. If surges in imports of specific steel and aluminum products occur, the United States may re-apply Section 232 tariffs on those products. Any retaliation by Canada and Mexico would then be limited to steel and aluminum products.

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No dull moments on tariffs

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On May 10, the USTR raised Section 301 tariffs on List 3 goods from 10% to 25% after trade negotiations between the U.S. and China stalled. On May 17, USTR proposed a 25% tariff on an additional $300 billion of imports known as List 4. President Trump originally suspended the proposed List 4 tariffs in June after the U.S and China had productive trade talks at the G20 conference. However, he eventually reinstated List 4 tariffs at a 10% rate and split List 4 into two separate lists, one effective September 1, 2019 and the other effective December 15, 2019. Popular consumer products included on List 4 received the Dec. 15 effective date in order to avoid disrupting the holiday shopping season.

On Aug. 23, President Trump announced that his Administration planned to increase the rates for all current and proposed Chinese tariffs. Specifically, the tariff rate for $250 billion worth of Chinese imports on Lists 1-3 would be increased from 25% to 30%, effective October 1, 2019. In addition, the recently proposed List 4 tariffs on $300 billion worth of Chinese imports, scheduled to go into effect on Sept. 1 and Dec. 15 of this year, would be increased from 10% to 15%.

This action from the Trump Administration came in response to the Chinese government’s announcement of retaliatory tariffs on $75 billion worth of U.S. imports starting Sept. 1 and Dec. 15. These new retaliatory tariffs from China will hit U.S. goods including automobiles, crude oil and a variety of agricultural commodities.

On Sept. 11, President Trump announced he was delaying the tariff rate increase for Lists 1-3 from Oct. 1 to Oct. 15 in a show of good faith to China during their government’s 70th anniversary.

On Sept. 20, NLBMDA formally submitted comments to USTR opposing the 5% tariff rate increase for List 3 imports. We will continue to be engaged on this issue to ensure that the LBM industry is not adversely affected by these tariffs and other trade policies.
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WCLBMA Holiday Golf Tournament
Friday, December 6, 2019 Black Gold Golf Course

$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 Course
One Black Gold Drive, Yorba Linda, CA 92886
(714) 961-0253
www.blackgoldgolf.com

Golfer #1 Name: Company:
Golfer #2 Name: Company:
Golfer #3 Name: Company:
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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 November 29, 2019. If you register and are unable to attend you will be responsible for payment.
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Friday, December 6, 2019
Black Gold Golf Course

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www.coyotehillsac.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
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☐ Gold Sponsor $525
Includes one 2x6 table and two chairs at tee box plus
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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 WCLBMAs 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
☐ Make-A-Wish Foundation Donation $__________

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If Company Card, Co. Name: 
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Charge Amount: 

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attend you will be responsible for payment.
West Coast Lumber & Building Material Association

2nd Growth Annual Holiday Party

Thursday, December 5th, 2019
6:00 p.m. Reception, 7:00 p.m. Dinner

Embassy Suites, Brea
900 East Birch Street

Join the members of the West Coast Lumber & Building Material Association’s 2nd Growth, including young executives, managers and employees of this great industry. All WCLBMA members are invited to attend! The evening will be full of entertainment including “CASINO NIGHT”, an “UGLY HOLIDAY SWEATER CONTEST” and the election of 2020 officers. Help us spread holiday cheer by inviting a guest, your spouse, a friend, or your customers to join in on the fun. Plan on Bringing Unwrapped Children’s Toys! These will be donated to Toys for Tots!!

For those of you interested in riding the elevator home, the Embassy Suites has given us a rate of $149 for the evening of December 5th. Please contact the hotel at 714-990-6000 to make your room reservations. Rooms are being held for our group until 11/14/2019.

Register: email: jenh@lumberassociation.org fax: 916-235-7496 call: 916-235-7490
Dinner Cost: $120 WCLBMA members, Non Members $250

☐ $200 Dinner Sponsor
☐ $100 Prize Sponsor
☐ $________ Donation to Make-A-Wish Foundation

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Please make checks payable to WCLBMA, 177 Parkshore Drive, Folsom, CA 95630. Cancellation Policy: NO REFUNDS will be issued after November 28, 2019. If you register and are unable to attend, you will be responsible for payment.