

THE LUMBER LOG

A PUBLICATION OF THE WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION
CELEBRATING 105 YEARS AS A PROFESSIONAL TRADE ORGANIZATION 1917-2022

MARCH 2023

FROM THE EXECUTIVE DIRECTOR'S DESK

Hello All!

The WCLBMA event season for 2023 is gearing up fast!

I hope you will consider participating in our first two events: the March Second Growth Dinner and the April Golf Tournament. Please see the below for more info and to get registered.

Look for coming announcements on our upcoming 2023 events as we finalize the schedules and open up registrations:

- Mill Tour
- June Golf Tournament
- Summer Conference
- April Golf Tournament

All building up to the Annual Convention in October!

We are excited to be bringing our members these great opportunities to learn, network and engage.

John Ehrig

WCLBMA Executive Director

SECOND GROWTH DINNER AND SPECIAL GUEST SPEAKER

Thursday, March 23

6:15 Reception 7:00 Buffet Dinner

Sheraton Park Hotel at the Anaheim Resort

1855 S Harbor Blvd, Anaheim

[REGISTER AND SPONSOR](#)

Please join the SoCal Second Growth board, fellow members and industry peers at this year's March meeting that features a new and improved location, buffet style dinner and Special Guest Speaker Jacob Belk, Vice President of Forecasting and Data Science. John Burns Real Estate Consulting. Jacob's presentation will address the following (and more):

New Home Sales Environment and Building Forecast for California and Nevada:

- Remodeling & Renovation spending

- Cancellation rates
- Up to date surveys of builders
- Annual forecasts for permits/starts
- Cancellation rates

National Macro-economic Picture:

- Fed reserve
- Chances of recession
- Mortgage market
- Labor market (who has recovered and how much)



GOLF TOURNAMENT AT STRAWBERRY FARMS

Thursday, April 13

8:30 AM Shot Gun Start

We are very excited to host our WCLBMA April golf tournament at Strawberry Farms this year! We are expecting a great turn out as registrations are filling up fast and many sponsorships opportunities are already sold.

Please get your registration in soon! [**REGISTER AND SPONSOR**](#)



WELCOME NEW MEMBER REA JET!

Please welcome our newest member REA JET!

REA JET

Nicole Richie Hall, Marketing Manager

marketing@reajetus.com

7307 Young Drive

Walton Hills, OH 44146

Phone: 440-232-0555

www.reajetus.com

GOVERNMENT ACTION COMMITTEE UPDATES

The WCLBMA Government Action committee is chartered to represent our member's interests and concerns with government regulations. Please let us know if there are any issues you face that you would like the committee to consider [HERE](#)

WCLBMA COSIGNS LETTER OPPOSING AB 259 AND ACA 3

The WCLBMA has joined the California Taxpayers Association and other organizations to oppose AB 259 and ACA 3, which together seek to impose a wealth tax – the first of its kind in the United States. ACA 3 would expand the assets that the Legislature is authorized to tax to include household furnishings, artwork, and other tangible and intangible personal property and would establish a differential tax rate for the personal property, stocks, bonds, and investments of certain taxpayers. AB 259 would impose a tax of 1.5 percent on taxpayers with a worldwide net worth in excess of \$1 billion, or in excess of \$500 million in the case of a married taxpayer filing separately. Although portrayed as a “billionaire tax,” the proposal would impose a 1 percent tax on taxpayers with a worldwide net worth in excess of \$50 million, or \$25 million in the case of a married taxpayer filing separately. [READ THE FULL LETTER](#)

TAXPAYER PROTECTION & GOVERNMENT ACCOUNTABILITY ACT OFFICIALLY QUALIFIES FOR CALIFORNIA'S 2024 BALLOT

Some of the Taxpayer Protection and Government Accountability Act's key provisions are:

- Requiring all new taxes passed by the Legislature to be approved by voters
- Restoring two-thirds voter approval for all new local special tax increases
- Clearly defining what is a tax or fee
- Requiring truthful descriptions of new tax proposals
- Holding politicians accountable by requiring them to clearly identify

If passed it will give voters the final say on all new and higher taxes and create strong accountability and transparency on hidden taxes and fees that have driven up the cost of living for working families.

CalOSHA ADOPTS COVID-19 PREVENTION NON-EMERGENCY REGULATIONS

The Non-Emergency Regulations replace the COVID-19 Prevention Emergency Temporary Standards (ETS) eff. February 3, 2023 and will remain in effect for two years.

These regulations include some of the same requirements found in the COVID-19 Prevention ETS, as well as new provisions aimed at making it easier for employers to provide consistent protections to workers and allow for flexibility if changes are made to guidance in the future from the California Department of Public Health.

FROM THE NLBMDA

FTC PROPOSES BAN ON NON-COMPETE AGREEMENTS

The Federal Trade Commission (FTC) just announced a proposed rule that will ban non-compete agreements between nearly all employers and their workers – including employees, independent contractors, interns, externs, volunteers, apprentices, and sole proprietors who provide a service to a client or customer. Under the proposed rule, employers are restricted from entering into non-compete clauses with workers and are also required to rescind any existing non-compete agreements. A “non-compete” clause is defined as “a contractual term between an employer and a worker that prevents the worker from seeking or accepting employment with a person, or operating a business, after the conclusion of the worker’s employment with the employer.” This could also potentially apply to non-disclosure agreements, depending on how they are written. All current state laws would be preempted unless they provide greater protection to the worker than the proposed rule. NLBMDA is gauging the impact that the FTC’s proposed ban on non-compete clauses would have on our members as we develop a course of action in response. Please respond to this brief survey on how this rule would affect your business by Friday, February 17: [SURVEY](#)

ASK CONGRESS TO SUPPORT THE ROOT & STEM ACT

The Root & Stem Project Authorization Act of 2023 (H.R.674/S.188) provides the Forest Service and Bureau of Land Management with a new statutory tool to treat our forests more efficiently and empower collaborative processes through “Root & Stem” projects. This bipartisan legislation accelerates forest management projects to restore federal forests and codifies the authority of the secretaries of the Agriculture and Interior departments to conduct forest restoration projects alongside private landowners and companies. While companies and state agencies have worked with federal officials before on forest management projects, there is currently no requirement that federal agencies cooperate with their state level counterparts. The Root and Stem Act codifies these types of collaborations to address the 80 million acre forest-restoration backlog. Both the Forest Service and the Bureau of Land Management need to accomplish more hazardous fuels reduction work in order to reduce the risk of catastrophic wildfire and promote wildlife habitat. Expanding collaboration and including the preparation of environmental analysis in the collaborative process will help ensure the agencies are able to expand capacity and get more work done on the ground. The Root & Stem Project Authorization Act is modeled off a collaboratively developed, forest restoration project piloted in the Colville National Forest. The approach taken in the Colville allowed for project design and development that reflected the desires of the community and allowed for the more timely and efficient treatment of 54,000 acres. This bill takes lessons learned from this project to codify and affirm the agency’s ability to enter into stewardship contracts of this nature to address the 80 million acre forest-restoration backlog. NLBMDA members are encouraged to contact their elected officials and ask them to cosponsor and pass the Root & Stem Project Authorization Act of 2023 (H.R.674/S.188): [TAKE ACTION NOW](#)

ASK CONGRESS TO SUPPORT TRUCKING REFORM

The House recently introduced the Safer Highways and Increased Performance for Interstate Trucking (SHIP IT) Act (H.R.471). This legislation addresses truck labor shortages and supply chain issues for delivering freight by increasing shipping capacity, lessening burdens on truck drivers and providing incentives to recruit and retain new drivers. Disruptions in the trucking supply chain continue to drive up costs and create uncertainty for American businesses. We need to recruit, train and retain truck drivers to keep our supply chain moving, while also updating best practices to improve trucking to fit our modern economy. The SHIP IT Act provides commonsense trucking reforms that:

- Allows states to issue special permits for overweight vehicles and loads during supply chain emergencies
- Allows truck drivers to apply for Workforce Innovation and Opportunity Act grants.
- Recruits new truck drivers to enter the workforce through targeted and temporary tax credits.
- Streamlines the CDL process, making it easier for states and third parties to administer CDL tests.
- Expands access to truck parking and rest facilities for commercial drivers.

[CLICK HERE TO TAKE ACTION](#)

OSHA EXPANDS NATIONAL EMPHASIS PROGRAM ON COMBUSTIBLE DUST

OSHA has issued a revised [Combustible Dust National Emphasis Program](#) (NEP) to continue OSHA inspections of facilities that generate or handle combustible dusts likely to cause fire, flash fire, deflagration and explosion hazards. The Combustible Dust NEP was revised based on enforcement history and combustible dust incident

reports and sets forth a new approach for locating and inspecting subject establishments. In 2018, wood and food products made up an average of 70% of the materials involved in combustible dust fires and explosions. Incident reports indicate that the majority of the industries involved in combustible dust hazards are wood processing, agricultural and food production and lumber production, but others are susceptible as well.

The updated NEP now includes the North American Industry Classification System (NAICS) codes for Cut Stock, Resawing Lumber, and Planing and Truss Manufacturing as industries with a higher likelihood of having combustible dust hazards. This means that these industries, along with Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers, are now additional targets for OSHA inspections concerning combustible dust. OSHA offers a variety of options for employers looking for compliance assistance.

The [On-Site Consultation Program](#) provides professional, high-quality, individualized assistance to small businesses at no cost. OSHA also has compliance assistance specialists in most of their 85 Area Offices across the nation who provide robust outreach and education programs for employers and workers.

CA based members can find and contact OSHA's regional and area offices [here](#)
NV based members can find and contact OSHA's regional and area offices [here](#)

Visit OSHA's [Combustible Dust website](#), view the [Combustible Dust National Emphasis Program](#), and read the [official OSHA press release](#) for more information.

NEWS AND VIEWS ROUNDUP

Check out these links for February's news and views highlights

[Reduced Manufacturing Volumes Push Lumber Prices Up](#)

[Existing-home sales fall for 12th straight month](#)

[Housing Starts Slip 4.5% in January](#)

[Construction Materials Prices Rise 1% in January](#)

[It's all about the relationships](#)

[Notes from the Forest 2-17-23 Edition](#)

[BuildClub - The "Amazon Prime For Contractors" Gears Up For Launch In 15 Cities in 2023](#)

[Lumber Falls 21% In 8-Day Losing Streak, But Analysts See A Bottom Forming For The Key Building Commodity](#)

[Building Good LBM Salespeople](#)

[Boosting Housing Production to Ease Affordability Crisis](#)

[The Financial Impact of a Poor Company Culture](#)

[US LBM's Yards Sale, Openings Start 2023 Fast](#)

[Mortgage Rates Falling Back Near 6%, Reopening Housing Market For 3 Million Home Buyers](#)

[Battling Big Box Commodity Pricing](#)

[Dodge Momentum Index Dips in January](#)

Help Your Employees Make it Home Safe Today

Federated DriveSAFESM Telematics helps your employees improve their daily driving habits and return home safe at the end of the day.



AN ASSOCIATION MEMBER BENEFIT FOR 119 YEARS
DIRECT, LOCAL MARKETING REPRESENTATIVES AUTO
PROPERTY AND CASUALTY SELF-INSURED RETENTION
POLICYHOLDER SURPLUS LIVE VOICE CUSTOMER SERVICE
MYSHIELDSM TAILORED, INDUSTRY-SPECIFIC COVERAGE
BUSINESS SUCCESSION AND ESTATE PLANNING STABLE
FACE-TO-FACE RELATIONSHIPS FINANCIAL STRENGTH
MUTUAL COMPANY DIRECT CLAIMS REPRESENTATIVES
500+ EXCLUSIVE ASSOCIATION RECOMMENDATIONS
ESTATE PLANNING ATTORNEY NETWORK ANNUITIES

IT'S OUR BUSINESS TO PROTECT WCLBMA MEMBERS

WE'RE BETTER TOGETHER LIFE AND DISABILITY INCOME
PRIVATE BONUS PLANS KEY PERSON COVERAGE
WORKERS COMPENSATION HIRING PRACTICES
FEDERATED DRIVESAFESM TELEMATICS SOLUTION
RISK MANAGEMENT RESOURCE CENTER
EMPLOYMENT RELATED PRACTICES LIABILITY
EMPLOYMENT LAW ATTORNEY NETWORK
BONDING EMPLOYEE SAFETY TRAINING
RISK MANAGEMENT ACADEMY
CLIENT CONTACT CENTER
FIELD RISK CONSULTANTS
CERTIFICATE CENTER
SURETY SPECIALISTS
MANAGED CARE
CYBER

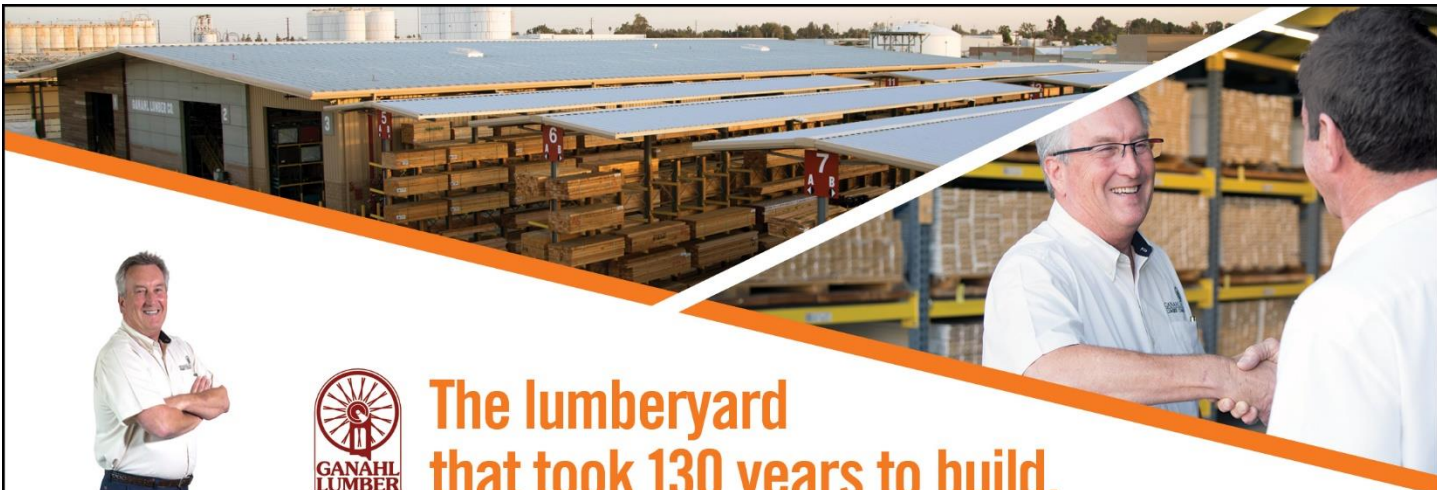
Scan to learn more
about **DriveSAFE**
TELEMATICS.



The content of this publication is for general information purposes only. Consult with a qualified professional when you have detailed questions regarding any topic in this publication.

Commercial Insurance Property & Casualty | Life & Disability Income
Workers Compensation | Business Succession and Estate Planning | Bonding

Federated Mutual Insurance Company and its subsidiaries** | federatedinsurance.com



Tom Barclay,
General Manager
Ganahl Lumber



The lumberyard that took 130 years to build.

When Ganahl Lumber opened the doors to its new 18.5-acre location in Torrance, CA, you could tell right away it was special. A state-of-the-art gem.

So, where did the vision come from? A combination of Ganahl's 130 year history of operational excellence and CT Darnell's experience building on over 1,500 LBM facilities. Together, they made a powerful team.

>> WATCH VIDEO

Visit our [project page](#) to check out the video
of Ganahl's new state-of-the-art facility.



[CT-Darnell.com](#) ■ [Sunbelt-Rack.com](#) ■ 800-353-0892

© WTD Holdings, Inc., 2023. All rights reserved.

WCLBMA BOARD OF DIRECTORS

President

Matt Endriss, Central Valley

First Vice President

Chris Fleiner, Reno Carson Lumber

Immediate Past President

Frank Addiego, All Bay Mill & Lumber Co.

Treasurer and Corporate Secretary

Sean Fogarty, Osborne Lumber Co.

Government Action Committee Chair

Augie Venezia, Fairfax Lumber & Hardware Co.

Events Committee Chair

Pat Zan, Taiga Building Products

Investment Committee Chair

Vic Hausmaninger, CPA, HBLA

Directors/Dealers

Daniel Delaney, Ganahl Lumber

Chris Gaylor, Healdsburg Lumber

Merritt Goodyear, Trinity Lumber

Emily Morgan, Ashby Lumber

Jeff Pardini, Hills Flat Lumber

Brian Pierce, Friedman's Home Improvement

Paulo Sitolini, Hayward Lumber

Augie Venezia, Fairfax Lumber & Hardware Co.

Directors/Associates & Affiliates

Brian Bunt, WindsorOne

Vic Hausmaninger, CPA, HBLA

Thom Wright, Sierra Pacific Industries

Pat Zan, Taiga Building Products

2nd Growth President

Stephanie Barrios, Ganahl Lumber

Executive Director

John Ehrig

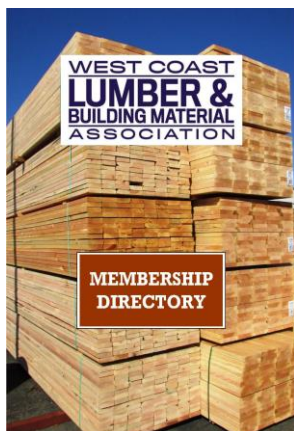
WCLBMA Member & Services Directory

www.lumberassociation.org



2023 Advertising rates and information

A limited amount of advertising will be accepted for the West Coast Lumber & Building Material Association's on-line 2023 Membership and Services Directory. The WCLBMA Membership Directory is located on the WCLBMA website, members only section.



Member Advertising Rates

- ☐ One Month - \$150
- ☐ Six Months - \$750
- ☐ Twelve Months - \$1,200

NON-MEMBER RATES ARE 2X MEMBER RATES. PAYMENT FOR NON-MEMBER ADS IS REQUIRED IN ADVANCE.

SIZE & FORMAT REQUIREMENTS

The file format should be JPEG or PNG. All ad sales are non-commissionable and not subject to brokerage.

For additional information contact WCLBMA at (800) 266-4344, Charlene Valine, charlenev@lumberassociation.org

Name: _____ Date: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Email: _____ Phone: _____

☐ CHECK ENCLOSED FOR \$ _____ ☐ PAY ON-LINE: <https://lumberassociation.org/pay-now/>

☐ INVOICE US

☐ MasterCard ☐ Visa ☐ American Express ☐ Discover

Card Number: _____ CVV#: _____ Expiration Date: _____

Name on Card: _____ Authorized \$ to Charge: _____

If company card - Company Name: _____ Zip Code: _____

Cardholders Signature: _____

WCLBMA • 177 Parkshore Drive • Folsom, CA • 95630

Phone: (800) 266-4344 • (916) 235-7490

website: www.lumberassociation.org

THE WCLBMA WEEKLY E-UPDATE

E-Mailed News & Information from the WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION

WEST COAST
**LUMBER &
BUILDING MATERIAL
ASSOCIATION**

2023 WCLBMA WEEKLY E-UPDATE Advertising Rates and Information

Ads for products and services will be accepted in a JPEG format and will be in the WEEKLY UPDATE as a hyperlink with a banner in the copy calling attention to the advertising and link. Use this for new products, events, sales, and general marketing contacts.

Your ad can direct readers to a website, to an advertising message or to an e-mail message.

WCLBMA'S WEEKLY E-UPDATE is sent each week to all WCLBMA members and industry related contacts.

Ad Insertion Rates

Advertisers may select 2023 for ads by year, quarter or by month at the following rates. Ads will be attached as a hyperlink with a message calling attention to the advertisement.

Entire Year \$1,200: ☐ **All of 2023** (Non-member rate: \$3,100)

By Quarter \$350 (per qtr): ☐ 1st Quarter, Jan – Mar ☐ 2nd Quarter, Apr – Jun
☐ 3rd Quarter, Jul – Sep ☐ 4th Quarter, Oct – Dec
(Non-member rate: \$850 per qtr.)

By Month \$225 (per month): ☐ January ☐ February ☐ March ☐ April ☐ May
☐ June ☐ July ☐ August ☐ September ☐ October ☐ November ☐ December
(Non-member rate: \$500 per month)

Ad Sizing

Space available is 7 inches wide by 1-1/4 inches deep. Ad will be converted into a hyperlink to your website, e-mail, or message.

Contact Charlene Valine for more information or (800) 266-4344 or charlenev@lumberassociation.org.

Name: _____ Date: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Email: _____ Phone: _____ Fax: _____

☐ CHECK ENCLOSED FOR \$ _____

☐ PAY ON-LINE: <https://lumberassociation.org/pay-now/>

☐ INVOICE US

☐ MasterCard ☐ Visa ☐ American Express ☐ Discover

Card Number: _____ CVV#: _____ Expiration Date: _____

Name on Card: _____ Authorized \$ to Charge: _____

If company card - Company Name: _____ Zip Code: _____

Cardholders Signature: _____

WCLBMA • 177 Parkshore Drive • Folsom, CA • 95630
Phone: (800) 266-4344 • (916) 235-7490
E-mail: charlenev@lumberassociation.org • website: www.lumberassociation.org

The Lumber Log

A publication of the WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION

WEST COAST
**LUMBER &
BUILDING MATERIAL
ASSOCIATION**

2023 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 e-mailed each month to all WCLBMA members and industry related contacts.

MEMBER ADVERTISING RATES (rate per month)

Ad Size	3 Months	6 Months	12 Months
Full Page	\$260	\$240	\$200
Half Page	\$180	\$160	\$120
Quarter Page	\$120	\$100	\$80

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 7½ x 5 in (horizontal) or 3 ¼ x 10 (vertical)

Quarter Page is 3 ½ x5 in.

Frequency rate discounts apply to ads purchased in the calendar year beginning January 2023.

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
FREQUENCY: ☐ 12 month rate ☐ 6 month rate ☐ 3 month rate

(For less than 12-month frequency, please note months ad is to run)

☐ Jan ☐ Feb ☐ Mar ☐ Apr ☐ May ☐ Jun ☐ Jul ☐ Aug ☐ Sep ☐ Oct ☐ Nov ☐ Dec

For additional information contact Charlene Valine at (800) 266-4344 or charlenev@lumberassociation.org

Name: _____ Date: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Email: _____ Phone: _____ Fax: _____

☐ CHECK ENCLOSED FOR \$ _____ ☐ PAY ON-LINE: <https://lumberassociation.org/pay-now/>

☐ INVOICE US

☐ MasterCard ☐ Visa ☐ American Express ☐ Discover

Card Number: _____ CVV#: _____ Expiration Date: _____

Name on Card: _____ Authorized \$ to Charge: _____

If company card - Company Name: _____

Cardholders Signature: _____ Zip Code: _____

WCLBMA • 177 Parkshore Drive • Folsom, CA • 95630
Phone: (800) 266-4344 • (916) 235-7490
E-mail: charlenev@lumberassociation.org • website: www.lumberassociation.org

WCLBMA Website

THE WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION
www.lumberassociation.org



2023 Advertising rates and information

A limited amount of advertising will be accepted for the West Coast Lumber & Building Material Association's WEBSITE.

Member Advertising Rates

- ☐ One Month - \$150
- ☐ Six Months - \$750
- ☐ Twelve Months - \$1,200



NON-MEMBER RATES ARE 2X MEMBER RATES. PAYMENT FOR NON-MEMBER ADS IS REQUIRED IN ADVANCE.

SIZE & FORMAT REQUIREMENTS

Size is 330 wide x 168 height and 72 resolution. The file format should be JPEG or PNG.

All ad sales are non-commissionable and not subject to brokerage.

For additional information contact WCLBMA at (800) 266-4344

Charlene Valine, charlenev@lumberassociation.org

Name: _____		Date: _____
Company: _____		
Address: _____		
City: _____	State: _____	Zip: _____
Email: _____		Phone: _____
<input type="checkbox"/> CHECK ENCLOSED FOR \$ _____ <input type="checkbox"/> PAY ON-LINE: https://lumberassociation.org/pay-now/		
<input type="checkbox"/> INVOICE US		
<input type="checkbox"/> MasterCard	<input type="checkbox"/> Visa	<input type="checkbox"/> American Express <input type="checkbox"/> Discover
Card Number: _____	CVV#: _____	Expiration Date: _____
Name on Card: _____		Authorized \$ to Charge: _____
If company card - Company Name: _____		Zip Code: _____
Cardholders Signature: _____		

WCLBMA • 177 Parkshore Drive • Folsom, CA • 95630

Phone: (800) 266-4344 • (916) 235-7490

website: www.lumberassociation.org