

THE LUMBER LOG

A PUBLICATION OF THE WEST COAST LUMBER & BUILDING MATERIAL ASSOCIATION
CELEBRATING 106 YEARS AS A PROFESSIONAL TRADE ORGANIZATION 1917-2023

NOVEMBER 2023



2023 MEMBER RECOGNITIONS

Acknowledging the volunteer efforts of our members is one of the most important activities we do as an association. We are therefore very pleased to highlight the following members that were recognized at the convention for their above and beyond work on behalf of the association. We are truly indebted to them all.

MATT PETERSEN WCLBMA LIFETIME ACHIEVEMENT AWARD RECIPIENT

Our Lifetime Achievement Award is only given to members who have made significant and enduring contributions to the association and the lumber industry over the course of their entire career.

SERVICE RECORD



Board of Directors

1993 to 1999 - Board Member

2000 - 2nd Vice President

2001 - 1st Vice President

2002 - President

2003 - Immediate Past President

National Legislative Representative: 1999 to 2005

Legislative Committee: 2000 to 2006

Education Committee: 2000 (chair), 2003 to 2006

Membership Committee: 2001 (chair), 2002, 2005, 2007, 2008

BRIAN BUNT ASSOCIATE OF THE YEAR RECIPIENT

The Associate of the Year award is presented to an individual who has made significant contributions to the WCLMBA and the lumber and building material industry. This prestigious award recognizes Brian's exceptional board and event committee service to the association, sponsoring and participating in our events, and unwavering commitment to the growth and success of the WCLBMA.



SERVICE RECORD

Board of Directors: 2020 - 2024

Events Committee: 2020 - 2024

FRANK ADDIEGO PRESIDENT'S AND BOARD SERVICE AWARD RECIPIENT

The President's award is selected by the current President to an individual the President feels has made important contributions to the association or to him as President during the year. Franks was also recognized for his dedicated service on the WCLBMA Board from 2016 to 2023.



SERVICE RECORD

Board of Directors

2016 -2017 Director

2018 - 2nd Vice President

2019 - 2020 - 1st Vice President

2020 - 2022 President

2023 - Immediate Past President

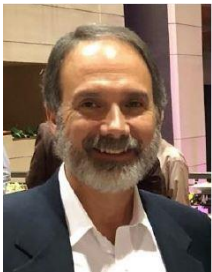
Events Committee: 2020 - 2023

Government Action Committee: 2020 - 2023

NLBMDA Representative: 2020 to 2023

THOM WRIGHT BOARD SERVICE AWARD RECIPIENT

We also recognized **Thom Wright** for his dedicated service on the WCLBMA Board from 2020 to 2023.



EVENTS COMMITTEE

We would be remiss in not recognizing the huge thanks we owe to our events committee for the many hours of hard work planning the convention. The team stepped through the many difficult decisions that lead to the speakers, topics and activities that we had the benefit of seeing at the convention. This was truly a team effort!

- Pat Zan
- Frank Addiego
- Matt Endriss
- Emily Morgan
- Brian Bunt
- Chris Fleiner
- Chris Gaylor
- Paulo Sitolini

WELCOME NEW MEMBERS!

Please join me in welcoming our newest members Adobe Lumber, Benjamin Obdyke, Brandguard Vents, Sequel Insurance Services, and Household Industries Self Insured Group – HISIG. You can reach them at the contact information below.

DEALER

Adobe Lumber

Blake Ridgway, General Manager

blake@adobelumber.com

PO Box 10098

American Canyon, CA 94503

150 S Napa Junction Road, Napa, CA 94503

Phone: 707-647-2100

www.adobelumber.com

Dan DeSimoni, Owner

dan@adobelumber.com

ASSOCIATES

Benjamin Obdyke

Benjamin Buslach, District Sales Manager

bbuslach@obdyke.com

400 Babylon Road, Suite A

Horsham, PA 19044

Phone: 800-523-5261

www.benjaminobdyke.com

Scott Murray, Market Development Manager

smurray@obdyke.com

Joe Holcombe, Sales Director

jholcombe@obdyke.com

Tara Murray, Marketing Director

tmurray@obdyke.com

Kaylen Handly, Technical Innovation Manager

khandly@obdyke.com

Brandguard Vents

Kelly Berkompas, Business Manager

kellyberkompas@yahoo.com

6 Rancho Circle

Lake Forest, CA 92630

Phone: 949-305-8059

www.brandguardvents.com

AFFILIATE

Sequel Insurance Services

Tim Dickison, Owner

timd@sequelins.com

111 Scripps Drive

Sacramento, CA 95825

Phone: 916-206-9716

www.sequelins.com

Owen Taylor, Owner

owent@sequelins.com

Household Industries Self Insured Group – HISIG

Jerry Dunn – HISIG Self-Insured Group

Jerry Dunn, Broker

jerry@jddunn.net

716 Elmhurst Circle

Sacramento, CA 95825

Phone: 916-704-9678

www.jddunn.net

Household Industries Self Insured Group – HISIG

Rusty Russell, Board Member

russell@hisig.com

8918 Spanish Ridge Avenue, Suite 200

Las Vegas, NV 89148

Phone: 818-200-6729

www.hisig.com

UPCOMING EVENT

Second Growth Annual Holiday Meeting at Topgolf!

December 7, 2023

6-9:30pm

Topgolf

1050 N Archibald Ave

Ontario, CA 91764

Registration details will be forthcoming. In the meantime, please contact [Julie Van Groningen](#) if you have any questions.

2023 ANNUAL MEMBER MEETING REPORT

Our 2023 annual member meeting was held on October 20. At the meeting, President Matt Endriss provided a look at the road ahead for the association, Sean Fogarty provided the treasurer's financial update, and the members unanimously voted to approve the 2024 board of directors. Please join me in offering a **huge thank you** to the many returning directors for their tireless dedication and significant above and beyond efforts in support of our association!

CONVENTION THANK YOUS!

On behalf of the WCLBMA, sincere thank all of our annual convention speakers/panelists and sponsors. The convention was a great success because of the time and resource commitments by each and every one of them. Please allow one last shout out to our final list of sponsors!

2023 WCLBMA Convention Sponsors



CALIFORNIA CASCADE BUILDING MATERIALS



FAIRFAX LUMBER & HARDWARE
FOUNDED 1912 AND 100% EMPLOYEE OWNED



Humboldt™



PENNSYLVANIA LUMBERMENS MUTUAL
INSURANCE COMPANY



CONVENTION PHOTOS ON INSTAGRAM

Please see the [WCLBMA Instagram](#) page to view, like and/or comment on some the convention photos and more to be posted soon!

CALL TO ACTION TO SUPPORT THE WCLBMA

By all accounts, the convention was a another hit, topping even last year's stellar best convention in many years! All convention attendees can show their thanks and support by doing 1 or both of the following:

1. Take our super easy 5 minute on-line convention [SURVEY](#).
2. Provide a brief 1-3 sentence testimonial on how much you enjoyed the convention, perhaps highlighting what you liked most and/or the most important ideas you learned during the convention. Send your testimonial to johne@lumberassociation.org

MEMBERS IN THE NEWS

LMC Celebrates 88th Anniversary!

On October 1, 1935, LMC was founded by independent family-owned businesses. Today, LMC is the leading forest products and building materials buying group in the country representing nearly 400 Dealers with over 1,800 locations in all 50 states and the Bahamas.

Kebony Adds International Wood Products Distribution Partner In The West

Kebony North America Director Andy Hehl announced Sept. 26 two new distribution partners for the Western U.S. Hardwoods Inc. and **International Wood Products (IWP)** will jointly handle distribution of Kebony's dually modified™ wood cladding and decking products throughout Arizona, California, Hawaii, Idaho, Oregon, and Washington.

GOVERNMENT ACTION COMMITTEE REPORT

FEDERAL

National Labor Relations Board Issues Final Rule on Joint Employer Status

NLRB has issued its [final rule](#) expanding the standard for determining joint employer status under the National Labor Relations Act (NLRA), replacing the NLRB's 2020 rule that was issued under Republican control. The new standard increases the liability of private businesses for violating labor laws and considers two or more companies to be joint employers if either can indirectly control essential terms and conditions of employment such as wages, benefits, other compensation, and work schedules. If two companies are considered joint employers under the NLRA, both must bargain with the union that represents the jointly employed workers and both are potentially liable for unfair labor practices committed by the other. The effective date of the new rule is December 26, 2023, and the new standard will only be applied to cases filed after that date. The NLRB's press release announcing the final rule is [here](#), and an NLRB fact sheet on the new rule can be found [here](#). NLBMDA previously [submitted comments](#) on the proposed rule that was released in September 2022, and will be submitting formal comments for the final rule on behalf of the LBM industry in opposition to the new joint employer standard.

OSHA Extends Period for Worker Walkaround Comments Until November 13

In August, OSHA proposed changes to its worker walkaround representative designation process that could allow union representatives to accompany OSHA inspectors on walk around inspections at non-union workplaces on the basis that they have “relevant knowledge, skills, or experience with hazards or conditions in the workplace or similar workplaces.” OSHA announced that it has extended the comment period until November 13. Comments can be submitted electronically at [regulations.gov](https://www.regulations.gov), which is the Federal eRulemaking portal.

Freddie Mac Multifamily Set to Expand Affordable Housing Supply Initiative

Freddie Mac Multifamily announced it is ramping up financing that supports newly constructed or substantially rehabilitated multifamily housing. The company will leverage new flexibility granted by the Federal Housing Finance Agency (FHFA) that allow for more use of forward commitments, which are agreements to purchase loans at a later date with certain financing terms locked in today. The agreements provide greater certainty to construction lenders and housing developers by limiting risks they face when executing complex multifamily deals in volatile markets. FHFA previously subjected forward commitments to Freddie Mac’s annual production cap (\$78 billion for 2022) but will now exempt a certain amount (\$3 billion for 2022) of forward commitments from the cap. Separately, FHFA is lifting its \$500 million cap on forward commitments for properties that do not benefit from a Low-Income Housing Tax Credit (non-LIHTC forwards). The company’s non-LIHTC forward business will instead be subject to the annual exemption on forwards, along with LIHTC forwards.

U.S. Department of Labor Sends Final Independent Contractor Rule to White House

The U.S. Department of Labor (DOL) has sent the White House Office of Management and Budget (OMB) a final rule that will revise the federal framework for determining whether a worker is an employee or an independent contractor. The rule would restore a “totality-of-the-circumstances” analysis to determining whether a worker is economically dependent upon an employer for work, versus being in business for themselves, under the Fair Labor Standards Act (FLSA). This standard is important because the FLSA’s minimum wage and overtime pay protections do not apply to independent contractors, and many observers expect the new rule to result in significantly more workers being classified as employees rather than independent contractors. The Office of Information and Regulatory Affairs, which is a division of the OMB, has up to 90 days to review the rule before it is publicly released sometime before December 27, 2023.

STATE

Additional Sick Leave Requirements

Newsom signed SB 616 guaranteeing workers at least five paid sick days per year, up from the current three days, and increasing the accrual and carryover amounts.

Governor Signs Bill Authorizing Higher Taxes in Santa Cruz

Newsom signed SB 862 authorizing the Santa Cruz Metropolitan Transit District to exceed the 2 percent transactions and use tax cap. Four additional bills on the governor’s desk (AB 1256, AB 1385, AB 1679, and SB 335) would authorize other jurisdictions to exceed the 2 percent transactions and use tax cap.

[WCLBMA VETO LETTER](#)

Newsom Vetoes Extension of UI Benefits to Striking Employees

Governor Gavin Newsom vetoed legislation September 30 that would have authorized workers on strike for more than two weeks to claim unemployment insurance (UI) benefits beginning January 1 noting that the legislation would contribute to the UI fund’s insolvency.

Income Tax Credit for Disaster Losses Signed Into Law

SB 264 extending an income deduction for losses related to disasters through 2029, was approved by the governor.

NAHB, HBI Want Support For Job Corps Funding

HBS Dealer

The National Association of Home Builders (NAHB) and the Home Builders Institute (HBI) are advocating for the continued funding of the Job Corps Program.

NEWS AND VIEWS OF THE MONTH ROUND-UP

Check out these links for September's news and views highlights:

[Apartment Starts Drop 31.5%](#)

[Madison's Lumber Prices Index Down 2%](#)

[Construction Jobs Up In 27 States](#)

[Mortgage Rates Approach 8%](#)

[Residential Construction By The Numbers](#)

[Existing Home Sales Plunge To 13-Year Low As Mortgage Rates Surge](#)

[See Which U.S. Cities Are Building The Most Multifamily Housing](#)

[Housing Demand Caught Between High Rates, Demographics](#)

[North American Lumber Prices Trendline Normalizes](#)

[Fasteners Secure Profits For The Savvy LBM Dealer](#)

[Mortgage Rates Hit Their Highest Level In A Generation](#)

[Residential Building Wage Growth Slowing](#)

[Construction Adds 11,000 Jobs](#)

[Hot Legislative Issues Discussed At ProDealer Industry Summit](#)

[Electronic Lumber Marketplace Startup Yesler Primed To Grow](#)

[National Institute Of Building Sciences To Host Housing Affordability Hearing](#)

[Highlights From The ProDealer Industry Summit](#)

[Stepping Up To Liability Awareness](#)

[Women of LBM Talk Challenges, Successes](#)

[U.S. Duties On Canadian Softwood Sent Back For Review](#)

[Highlights From A Housing Market Outlook](#)

[Strengthening Your Buy-Sell Agreement](#)

[Urban Machine Paves The Way For Recycled Lumber](#)

[NLBMDA Announces New Leadership Team](#)

[Building Materials Price Inflation Cools In September](#)

[Mortgage Rates Hammer Builder Confidence In October](#)

[Single-Family Starts Post Unexpected Gain In September](#)

[Construction Input Prices Rise Again As Energy Costs Soar](#)

[Remodeler Confidence Declines In Q3](#)

[Housing Trade Group Coalition Calls On The Fed To Provide Market Certainty](#)

[Producer Price Index Ticks Up In September](#)

[Social Skills](#)

[3 Digital Strategies for Operations of All Sizes](#)

[Tough Call: The Special Order Dilemma](#)

[5 Charts That Show How The Housing Market Crashed And Burned In 18 Months](#)

[Dealers Discuss Market Conditions And Labor](#)

[Poll Results: 'Yes' To Competition](#)

[Focus on These 4 Key Behaviors During Cybersecurity Awareness Month](#)

[Growing Job Openings Leading To Higher Interest Rates](#)

[Lumber Prices Down 11% YoY](#)

[Lumber Prices Decline As Seasonal Slowdown Takes Its Course](#)

[Apartment Market Hits A Construction Lull](#)

[August Gains For Private Residential Construction Spending](#)

[Lumber Price Index Dips In Recent Months](#)

[Consumer Confidence Falls Again In September](#)

[North American Lumber Prices Drop With Usual Seasonal Slowdown](#)

[Home Inventory Climbing Even Faster Than This Time A Year Ago](#)

[U.S. Housing Value Has Surged, Gaining More Than \\$2.6 Trillion In The Past Year](#)

[U.S. Construction Jobs See Increase From 2022](#)

[One More Fed Rate Hike In 2023?](#)

[Northwestern Lumber Association To Rebrand As BLD Connection](#)

[Consumer Confidence Falls Again In September](#)

[Home Inventory Climbing Even Faster Than This Time A Year Ago](#)

IMPORTANT REMINDERS!

California Minimum Wage Increase to \$16 an Hour On January 1, 2024

California's minimum wage will increase starting on January 1, 2024 from \$15.50 per hour to \$16 per hour for all employers, regardless of the size of the business.

California Air Resources Board Clean Truck Check Announcement

CARB has posted [Guidance on Upcoming Requirements in Clean Truck Check](#) guidance documents that provide 2024 projected compliance deadlines and other information.

WCLBMA Podcast Listing

- Stephanie Barrios, Sales Manager, Ganahl Lumber [LISTEN HERE](#)
- Lauren Pruett, Commodity Buyer, Taiga Building Products [LISTEN HERE](#)
- Paulo Sitolini, Senior VP and COO, Hayward Lumber [LISTEN HERE](#)
- Bill Walton, NBA Legend and Hall of Famer [LISTEN HERE](#)
- Brian Bunt, Director of Marketing, WindsorONE [LISTEN HERE](#)
- Craig Webb, President, Webb Analytics [LISTEN HERE](#)
- Rikka Brandon, President, Building Gurus [LISTEN HERE](#)
- Barrett Burt, General Manager, Ganahl Lumber [LISTEN HERE](#)
- Steve Patterson, President and CEO, Central Valley [LISTEN HERE](#)
- Introduction [LISTEN HERE](#)

EDUCATION ARTICLES OF THE MONTH

Provided by Federated Insurance

Risk Management Corner [Mitigating the Risk of Social Inflation at Your Business](#)

HR Question of the Month [Employee Notice Period](#)

It's Your Life [Why is National Estate Planning Awareness Month Important?](#)

PROPERTY AND EQUIPMENT MAINTENANCE **WEBINAR**

Federated Insurance

Tuesday, November 21, 2023 (1:00 PM CST)

30 minutes | Complimentary | [Advance registration required](#)

Benjamin Franklin said, "An ounce of prevention is worth a pound of cure." Join our property and equipment maintenance webinar on November 21 at 1:00 p.m. where we'll take a look at productive ways to help you stay on top of property and equipment maintenance as well as what happens if you don't.

CALIFORNIA RISK MANAGEMENT SEMINARS

Federated Insurance

Tuesday December 5

Anaheim Marriott Suites

9:00 AM - 3:30 PM

or

Thursday December 7

Hilton Modesto

9:00 AM - 3:30 PM

How Can Successful Risk Management Impact Your Profitability?

Attend a One-Day Risk Management Seminar to Help Your Business

This is an opportunity to network with fellow business owners and take control of the risks your business may face before they occur. In addition, you will strengthen your understanding of the role you play in ensuring all employees follow safe work practices, which can affect your bottom line.

Remember, risk management starts at the top — with you. What can you do to take your business to the next level while ensuring a safe, profitable workplace for you and your employees? By attending this seminar, you'll have the chance to take actionable improvement items with you to benefit your business, such as:

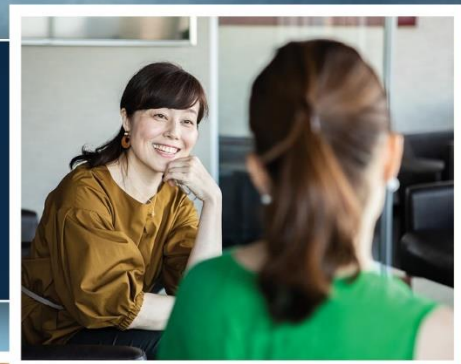
- Learning the importance of risk management for businesses
- Understanding your association member benefits
- Introducing you to Federated DriveSAFESM telematics
- Evaluating workers compensation risks
- Helping you explore your surety needs
- Focusing on business succession and employee retention

View our Risk Management Academy [video](#) to learn more about what to expect at these sessions.

Registration is limited to the business owner and one additional representative of the company. If you have questions regarding the event, please feel free to contact Federated at 1DayRMA@fedins.com

Who is Counting on You to Secure the Future of Your Business?

Your business provides employees with a career, customers with quality services, and your family with financial security. Protect your life's work with the help of Federated's network of independent estate planning attorneys.



AN ASSOCIATION MEMBER BENEFIT FOR 119 YEARS
DIRECT, LOCAL MARKETING REPRESENTATIVES AUTO
PROPERTY AND CASUALTY SELF-INSURED RETENTION
POLICYHOLDER SURPLUS LIVE VOICE CUSTOMER SERVICE
MYSHIELD® 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 DRIVESAFE™ 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

LEARN MORE

about **BUSINESS
SUCCESSION AND ESTATE
PLANNING** support.



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

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

23.04a Ed. 12/22 *View A.M. Best Rating Guide Information at www.ambest.com. **Not licensed in all states. © 2022 Federated Mutual Insurance Company



PIVOT!

Griffin Lumber & Hardware was thrilled with CT Darnell's comprehensive design for their newest yard in Warner Robins, GA. Things were humming, ground had been broken, and CT Darnell was overseeing the construction. And then everything changed. Find out how Griffin and CT Darnell turned a design curve ball into an operational home run.



» Scan for the full story and video



CT-Darnell.com ■ Sunbelt-Rack.com ■ 800-353-0892

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

<https://sunbelt-rack.com/stories/griffin/>

2023 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

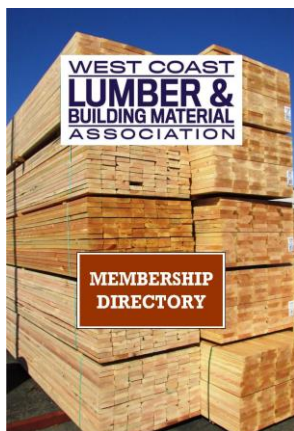
WCLBMA Member & Services Directory

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:
<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:		

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