For years, BMSA’s Summer Conference has been the perfect blend of business and pleasure in a casual, relaxed setting. Bring your family and enjoy the beach, water sports and golf, and catch up with fellow BMSA members!

Friday morning, you can play golf, experience ropes challenge courses at the Virginia Beach Adventure Park, learn how to surf or paddleboard, or kayak with the dolphins. Or, you can simply relax at the beach.

In addition to the opportunities to visit and exchange ideas with other dealers and suppliers, the seminars at the conference offer a wealth of information to take home and use. On Friday afternoon, Jason & Dawn Bramblett, owners of The Bramblett Group, will lead us in exploring the new world of advertising through social media. Whether we see our kids and grandkids on their phones all the time or we’re regularly posting photos and updates ourselves, we know Facebook, Twitter, youtube, Instagram and other social media platforms play a significant role in our society. Is it an important tool for you to consider utilizing to communicate with your customers? Is it worth the investment of your time? Learn answers to those questions and more at the Bramblett’s session.

Also Friday afternoon, we’ll hear from Dr. Ed Seifried, our favorite economist, on the U.S. Economy as it relates to our industry.

Two panel discussions are planned at this year’s conference so you can learn from other dealers. Saturday’s panel is on Installed Sales. Whether you are doing installed sales now, considering getting into installed sales or trying to avoid it, this program will feature a panel

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Continued from page 1

of dealers who are doing installed sales successfully. Transitioning your business to the next generation will be the topic of Sunday morning's panel. This is an issue that is on the minds of anyone with a family-owned business. Hear from some of your fellow dealers who are in various stages of transitioning their businesses.

The conference isn’t just for the adults. There are supervised activities for children both Friday and Saturday night.

Make your plans now for BMSA’s Event of the Year! For more information visit www.mybmsa.org or contact Cindy Hartley at 800-966-4202 or cindyh@mybmsa.org.

### BMSA Member News

**Cox Industries** has acquired the U.S. utility pole business from Koppers Inc. This makes Cox one of the country’s largest providers of treated wood utility poles.

**ECI Software Solutions**, a leader in industry-specific information technology solutions, has acquired **Spruce Computer Systems**, a provider of software solutions for lumberyards, building materials suppliers and home centers. **Spruce** will continue to operate under its own name.

**ENAP** and Progressive Affiliated Lumbermen Cooperative (PAL) merged and the new cooperative will be called LBM Advantage, Inc. PAL was formed in 1937, and ENAP in 1967. Together, LBM Advantage’s combined members span 33 states and include 447 member companies operating 742 lumberyards.

**Federated Insurance** has entered into a partnership with J.J. Keller & Associates to offer its clients another source of complimentary employee risk management training. Federated clients can access an extensive library of complimentary streaming videos and computer-based training developed and produced by J.J. Keller, a leader in transportation, safety and compliance management since 1953.

In other Federated news, **Dustin Hudson**, marketing representative for **Federated Insurance**, has been named a member of the Prestigious Monthly Leadership Council. Members of Federated’s Leadership Council are recognized for their total job performance, including exceptional service to clients, and outstanding sales achievements.

**Frank Gates Service Company**, a leading Ohio Third Party Administrator (TPA) has a new company name: CareWorksComp. York Risk Services Group, the parent company of the Frank Gates Service Company and CareWorks Consultants, has consolidated the state fund operations of both these entities to operate under the new brand name.

**Huttig Building Products** is celebrating its 130th Anniversary this year.

**Professional Builders Supply** has entered the Charleston, SC market with a new location at 2935 Ashley Phosphate Road, North Charleston. **Dwayne Farrell** is the Market President.

**Jon Stier**, president of **Stier Supply Company** and immediate past chairman of BMSA, was recognized as an Ambassador for Economic Development by South Carolina Governor Nikki Haley and Secretary of Commerce Bobby Hitt.

Each year the Department of Commerce joins local communities to thank businesses for their vital contributions to South Carolina’s economy during the state’s Industry Appreciation Week. As part of the celebration, the state recognizes individuals throughout South Carolina as Ambassadors for Economic Development. These individuals include local leaders from the private sector, representing a variety of businesses committed to advancing their communities.

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**BMSA Debuts New Website**

Under development for several months, the new BMSA website went live in April. Go to www.mybmsa.org today and check it out!

Also, you can now like us on Facebook and follow us on Twitter, @BMSA_!

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**BMSA Mission:**

To strengthen independent building material dealers through advocacy, communication & education.
**In Remembrance**

Junius Boyette Surles, III (J.B.), 71, passed away April 8. J.B. had been a longtime resident of Greenville, NC and was former Vice President and Partner with Home Builders Supply Company for over 40 years. During his career, J.B. founded IBSA (Independent Builders Supply Association) and was its first President. J.B. served on the Greenville Parks and Recreation Commission and the Greenville Planning and Zoning Commission. He was a member of the Greenville Home Builders Association, the American Legion, the William Pitt Lodge and member of the Sudan Shriners.

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**NLBMDA Legislative News**

**Innocent Sellers Fairness Act Reintroduced in Congress**

Legislation has been introduced in the House of Representatives to protect dealers from unfair product liability lawsuits. The Innocent Sellers Fairness Act provides product liability protection to those businesses that merely sell products, and did not manufacture or install them. Unfounded and unfair lawsuits are increasingly having a negative effect on the ability of building material dealers and distributors to run their businesses and contribute to their communities.

**President Obama Vetoes Legislation Overturning NLRB’s Ambush Election Rule**

President Obama has vetoed a resolution passed by both the Senate and House of Representatives invalidating the National Labor Relations Board’s (NLRB) “Ambush Election” rule, which would shorten the time period between filing a Union representation petition and a Union representation election. The rule shortens the time frame for a Union election to as few as 14 days. NLBMDA opposed the president’s veto.

**EPA Extends Recertification Deadline for Renovators Under EPA Lead Rule**

The EPA has extended certifications for certain individual renovators (those who received initial certification prior to March 31, 2011) under the Lead: Renovation, Repair and Painting (RRP) Rule. The extensions only apply to individual renovators who must get recertification training within the time frames explained below. They do not apply to firm certifications or individual renovators that need their initial certification.

Under the final rule:

- **Individual renovators** who received certification on or before March 31, 2010, now have until March 31, 2016 to get recertified.
- **Individual renovators** who received certification between April 1, 2010 and March 31, 2011, will have one year added to their 5-year certification.
- **Subsequent certifications** for renovators receiving the extension will be five years.

These extensions only apply to renovators that fall under EPA’s renovation program and not to renovators under authorized state programs.

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**Welcome New Members!**

BMSA is pleased to welcome the following new Associate members:

**Center-Line Trailers**

1301 E. Dallas Street
Mansfield, TX 76063
817-477-5535
Rick Benton
[www.center-linetrailers.com](http://www.center-linetrailers.com)

**The Emery-Waterhouse Company**

7 Rand Road
Portland, ME 04104
207-852-1842
Levi Robbins
[www.emerywaterhouse.com](http://www.emerywaterhouse.com)

**IKO Roofing Products**

1125 Golden Star Way
Wake Forest, NC 27587
919-930-4289
Rob Miller
[www.iko.com](http://www.iko.com)

**Superior Plastic Products**

PO Box 185
New Holland, PA 17557
707-355-7100
Tanner Leibee
[www.superiorplastic.net](http://www.superiorplastic.net)

**Universal Forest Products**

141 Knobbs Creek Drive
Elizabeth City, NC 27909
252-435-3746
Michael Edwards
[www.ufpi.com](http://www.ufpi.com)

**V&H Inc.**

PO Box 189
Marshfield, WI 54449
715-486-8800
Jim Hunsuck
[www.vhtrucks.com](http://www.vhtrucks.com)
Our Duxxbak Water Shedding Deck System is top of the line in hybrid composite decking. With the unique interlocking boards there is no need for an under deck water drainage or membrane system. Water can now easily drain from the top giving you a dry space for your outdoor furniture or to store your yard tools.

This amazing system also includes these features:
• Can be installed 24” on center.
• Superior strength and durability
• Resistant to mold, mildew, decay, and scratching
• Contains no wood flour unlike our wood composite competitors

Offered in six naturally beautiful colors: rustic red, copper canyon, walnut, driftwood, mahogany, and cedar. The wood grain pattern on DuxxBak’s rustic red and copper canyon boards will naturally weather to a complementing brown color when exposed to the sun’s ultraviolet rays and environmental elements.

800-222-8498    www.smithmillwork.com    Lexington, NC 27293
Building a Better Association through Communication

The Many Faces of BMSA: Meet Your Fellow Members

In each issue of TimberTalk, we feature a member to help you get to know the many faces of your association.

Scott McCarl – Huttig Building Products

Tell us about your company – With sales of over $600M, Huttig Building Products is the only national distributor of both millwork and building products. The company has 27 distribution centers that not only cover over 40 states, but 75% of US housing starts. 2015 marks the 130th Anniversary of our company and the introduction to “We Love Building” campaign – a celebration of an upswing in business, as well as an optimism about what lies ahead – which makes it the right message at the right time.

What is your current role/responsibility at the company? I am the District Manager of the Carolina Region, which consists of the Rocky Mount, NC branch and the Greenville, SC branch. I also serve as General Manager of our Greenville, SC facility.

How and when did you become involved with your company? I began my career in building products with Georgia-Pacific distribution and joined Huttig 17 years ago in 1998.

What do you like most about your job? What do you like least? One of the most rewarding parts of my job is coaching employees to become not just better at their current positions, but to prepare them for advancement within our Huttig organization. Another is the close relationships that myself and our branches have with our pro-dealer partners in the field.

Where are you from? Where did you grow up and go to school? I am from Atlanta, GA and graduated from the prestigious University of Georgia. GO DAWGS!!


What are you reading now? Killing Lincoln by Bill O’Reilly.

What are you most proud of? Getting the Greenville, SC branch back on the tracks!! Branch grew sales $3M in 2014 and has become one of the top branches in the SE Region.

Tell us about your family? Heidi and I have been happily married for 21 years and have 3 wild and wonderful teenage boys: Chandler, Ryan & Colin!

What is your favorite way to unwind after a hard day? Coaching my sons in Football or Lacrosse.

Based on what you’ve learned in your career, what advice would you give a young person entering the building products industry today? The Greenville branch has hired three recent college graduates and the most important advice I give them is that they are entering into our industry at a great time! We have been through some pretty drastic, tough times and those times are behind us now. Our industry needs young, talented people to plug themselves in to this business and become successful leaders!

What does belonging to BMSA mean to you? How have you & your company benefitted from membership in BMSA? Huttig is proud to be an Associate member of BMSA and looks forward to strengthening its relationship with the organization and BMSA dealer members. Membership allows us to stay engaged with member dealers and their business – which gives us the opportunity to assist their sales team in growing not just their sales, but margins too - on premium millwork products!

Calendar of Events

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td>July 23</td>
<td>BMSA Executive Committee &amp; Board of Directors Meetings, Virginia Beach, VA</td>
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<tr>
<td>July 23-26</td>
<td>Summer Conference, Virginia Beach, VA</td>
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<tr>
<td>Sept. 22-25</td>
<td>Women in Lumber Leadership Conference, Dahlonega, GA</td>
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<td>Sept. 23-25</td>
<td>CFO Roundtable, Carmel, CA</td>
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<td>Sept. 27-29</td>
<td>Roundtable 3, Nashville, TN</td>
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<td>Oct. 4-6</td>
<td>Roundtable 6, Charleston, SC</td>
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<td>Oct. 11-13</td>
<td>Roundtable 1, Jackson, TN</td>
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<td>Oct. 28-30</td>
<td>NLBMDA’s ProDealer Industry Summit, Colorado Springs, CO</td>
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<td>Nov. 1-3</td>
<td>Roundtable 7, Roanoke, VA</td>
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<td>Nov. 4-6</td>
<td>Sales Managers Roundtable, Asheville, NC</td>
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<td>Nov. 10</td>
<td>Special Orders Seminar, Columbus, OH</td>
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<tr>
<td>Nov. 11-12</td>
<td>Yard &amp; Delivery Managers Workshop, Columbus, OH</td>
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<td>Dec. 2</td>
<td>Beat Last Year (Sales Seminar), location to be determined</td>
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BUILDING A BETTER ASSOCIATION THROUGH COMMUNICATION
OHIO SCHOLARSHIP RECIPIENTS NAMED

Cheri Baer and Erica Bettac were awarded BMSA’s Ohio Student Scholarships for the 2015-2016 year. Both of these outstanding women will receive $1,000 towards their education.

Cheri is an employee of BMSA member Gerber Lumber and Hardware in Kidron, Ohio. She will attend Hesston College in Hesston, Kansas in the fall where she plans to study business. Cheri was homeschooled, completing her high school requirements in 2012.

In recommending Cheri for the scholarship, Eldon Gerber said, “Cheri is honest, hardworking, kind and courteous. She was able to earn the respect of the customers as she quickly learned the product lines for the hardware and lumber business. She works in sales, has helped as a receiving clerk, stocking shelves and answering the phone. She is always willing to help where needed.”

Upon completing college, Cheri hopes to return to work at Gerber Lumber and Hardware using her business education to further her role with the company, to contribute to the lumber industry and to make an impact on her community.

Erica’s father Paul works at Boise Building Materials Distribution facility in Marion, OH. Erica is currently a student at the University of Findlay. She majoring in psychology and hopes to become an Industrial-Organizational psychologist upon completing her studies. While a student at the University of Findlay, Erica has worked as a research assistant in the psychology lab. As a board member of both campus psychology organizations, Psy-Key Club and Psi Chi (The International Honor Society in Psychology), Erica is responsible for planning and promoting events at the University of Findlay, such as Mental Health Awareness Night, to spread recognition of individuals and their families impacted by a mental illness.

Erica is a Dean’s List student with a current 4.0 GPA. Besides excelling academically, Erica has excelled as an athlete in both high school and college. She is an Academic All-American in both cross country and track & field.

Applications for next year’s Ohio Student Scholarship will be available in early January 2016.

BMSA’s Big Game: 2015 Building Products Show

BMSA’s annual building products show was held for the second year in Hickory, NC February 4-5. We are happy to report that dealer attendance was up 25% from 2014! Huttig Building Products won Best of Show (2015 Booth Award Winner), Stier Supply of Irmo, SC was named BMSA’s 2015 Dealer of the Year, and ECMD of North Wilkesboro, NC was named BMSA’s 2015 Supplier of Year, in recognition of their business success and commitment to BMSA and its members.

George W. Miser, of Lumber Service, Inc., Carrollton, OH, won our Grand Prize Drawing, and chose the $5000 cash prize. *George graciously donated a portion of his winnings back to BMSA!*

Show Exhibitors:
Basys Processing, Inc. • BlueLinx • BlueTarp Financial • Boise Cascade • Bonsal American • Carolina Atlantic • Cedar Creek • Center-Line Trailers • Cox Industries • Crumpler Plastic Pipe • Culpeper Wood Preservers • Diamond Hill Plywood • DYKE Industries • ECMD • ENAP • Federated Insurance • Fleetmatics • Fortress Wood Products • Georgia Pacific • Huttig Building Products • IBSA • IKO Roofing Products • Legacy Pre-Finishing • LMC • Madison Wood Preservers • The Marwin Company • Messer Financial Group • Norbord • ParkSite • Pennsylvania Lumbermens MIC • Ponderosa Software • Rader Solutions • REEB Millwork • Robbins Manufacturing • Schaffer Associates • Simpson Strong-Tie • Sloan Montgomery Gregory & Hall • Smith Millwork • Snavely Forest Products • Spruce Computer Systems • Style Crest • Sun Windows • Sunbelt Rack • TAMKO • U.S. Lumber • V&H Trucking • Vann Attorneys • Weather Teck Enterprise • Weyerhaeuser • Woodford Plywood

Many Thanks To Our Show Sponsors
BlueTarp Financial • ECMD • ENAP • Federated Insurance • Smith Millwork • Spruce Computer Systems • Weyerhaeuser

Many Thanks To Our Grand Prize Sponsors
BlueLinx • Cox Industries • Culpeper Wood Preservers • ECMD • Huttig Building Products • Weyerhaeuser
Building a Better Association through communication

THE RIGHT PRODUCTS, FOR THE RIGHT APPLICATIONS.

Trus Joist®
TJI® Joist

There’s more to floor performance than just meeting code – the floor makes the first impression about the quality of the whole house. TJI joists are engineered for consistency and durability and can accommodate holes, allowing for HVAC and plumbing to be installed in the floor cavity.

Trus Joist®
TimberStrand® LSL

TimberStrand LSL works for almost every application – wall and roof framing, rim board, door and window headers, as well as beams or columns. Try Zone Framing and save the TimberStrand LSL for the areas or “zones” that have to be absolutely straight, like tall walls, kitchens, and tiled bathrooms.

Western Red Cedar

Whether it’s decking, fencing, siding, timbers or landscape materials, western red cedar adds a unique aesthetic appeal to your home in a material that is easy to work with and complements many architectural styles. The natural preservatives contained in the wood fiber help it withstand insects and harsh weather conditions.

James Hardie Siding & Trim

True character always shines through with James Hardie Siding and Trim. That’s what has helped to make it the recognized leader and most popular brand of siding in America. Better than the real thing, James Hardie styles are Engineered for Climate® and come primed, or with baked-on ColorPlus® Technology. The full spectrum of brilliant colors and natural-looking textures provide plenty of options for designing a classic house in any style.

Weyerhaeuser Edge Gold™

Weyerhaeuser Edge Gold™ panels don’t just start flat, install flat and stay flat. Thanks to patent pending Down Pore® self-draining technology and a proprietary edge seal, our panels withstand the elements so well that they can allow some framers to extend their building season. Plus, Edge Gold panels come with the added benefit of a 50-year limited warranty and a 200-day no-sand guarantee when used as directed. Our fastening template stamped on the face of every panel makes them easier than ever to install.

Decking & Railing

Create an open living space that offers a place for every whim, with the comfort and reassurance of home. EverGrain® Envision® composite decking by Tamko features strong, consistent durability and compression-molded grain texture. TruGrain™ made with Resysta® decking materials create a true-to-life, natural look - worthy of a double take. Complete your decking experience with coordinating railings from Fortress™, Fairway®, Tam-Rail® and Marquee Railing®. Available in a range of styles, you’ll have the freedom to blend in or go bold.

WEYERHAEUSER DISTRIBUTION
Carolinas Area Sales Office
Toll-free: 800.645.9370
Fax: 704.595.9542

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ENAP & PAL will soon be LBM Advantage, Inc.

LBM Advantage references the organizations’ joint heritage in Lumber and Building Materials and completely underscores its mission to “create a competitive advantage for our members by leveraging their collective power”.

555 Hudson Valley Ave., Suite 200
New Windsor, NY 12553

5465 Executive Parkway SE
Grand Rapids, Michigan 49512

1900 North 18th St., Suite 502
Monroe, LA 71201