We will have a Grand Prize Drawing at the closing of the show on BOTH Wednesday and Thursday. Be sure to stay until 5 pm Wednesday and noon Thursday for your chance to win a CASH PRIZE!

Follow your GPS to Hickory, NC the first week of February for BMSA's Annual Building Products Show! We have a terrific lineup of educational programs that will help you Grow your business, Position your company above the competition, and Strategize for the future. BMSA is proud to offer an unparalleled opportunity to train your staff all in one place, all at one time! In conjunction with our Show, industry veteran Casey Voorhees will conduct his three most popular workshops: Introduction to Building Material Sales, Blueprint Reading, Material Take-off & Estimating, and Advanced Estimating. Attendees will also be exposed to industry vendors and new products at the Show. Register Today! Information can be found at our website: www.mybmsa.org, Events Tab/Building Products Show.

On Wednesday morning, February 3, come to our programs before the show opens for a wealth of information relevant to the LBM industry. STRATEGY: Lower Delivery Expenses will give you valuable insight on how to improve customer service while reducing labor, fuel expenses and truck repairs. Our panelists have implemented one of several available programs to make this happen.

GROWTH: How to Calculate the Value of Service in Hard Dollars & Cents. Greg Brooks of Building Supply Channel Inc. will help you learn: 1) How home builders make or lose money on construction projects; 2) How to estimate the dollar value of your contribution to the project; and 3) How to communicate your value to close sales and retain customers.

On Thursday morning, February 4, come to our Membership Breakfast where you’ll receive an update on the Association and hear a presentation from Robert D. Dietz, Ph.D., Vice President for Tax and Market Analysis for the National Association of Home Builders. Dietz knows your customers and the housing industry and will give you a clearer vision of what’s coming. Among the many topics he will cover are new trends in single family housing; new hot products in construction; and effects of the new Energy Codes that are now being implemented.

Growth. Positioning. Strategies. All are important aspects of planning your company’s future. Make your plans today to attend BMSA’s Annual Building Products Show February 3-4, 2016 in Hickory, NC!

For more on our 2016 Show, go to page 4.
The Many Faces of BMSA: Meet Your Fellow Members

In each issue of TimberTalk, we feature members to help you get to know the many faces of your Association.

Hunter Edwards – Lamberth Building Materials

Tell us about your company. Lamberth Building Materials was founded nearly a century ago in Gloucester, VA in 1917. We expanded to our current location in White Stone, VA in 1978. Since that time we have been proudly serving the Tidewater region of Virginia for nearly 40 years.

What is your current role/responsibility at the company? I am the Warehouse & Dispatch Manager, responsible for customer service, restocking the warehouse, inventory control, scheduling and routing deliveries, and checking deliveries before they leave the yard.

How and when did you become involved with your company? I started working summers and winters at Lamberth in 2004. When I graduated college in 2012 I embarked upon a year-long internship in Raleigh, NC working for Talbert Building Supplies. It gave me a great insight into what makes other companies in the building materials industry successful and sent me back to Lamberth in 2013 with great ideas on how to improve our tradition in White Stone. Upon my return is when I stepped into my current role as Warehouse/Dispatch Manager.

What do you like most about your job? I really enjoy serving the customers in our market. There is never a dull moment and there is always an opportunity to make a positive impact on their work and jobs.

Where are you from? Where did you grow up and go to school? I was born and raised in White Stone, VA. I attended a local high school, Christchurch School before attending Roanoke College where I earned my degree in Business Administration.

What are you most proud of? I take pride in being able to work alongside of my father and being the fourth generation in my family’s company. I have a great tradition to uphold and look forward to the future of Lamberth’s.

How would you like to be remembered? I try to leave a positive impression on everyone I meet, so when we depart there is a mutual respect for one another. I have never asked one of my co-workers to do a job or task that I would not be willing to do or have not already done. This has gone far in earning a mutual respect from employees and customers alike.

What are your pet peeves? One of my pet peeves would have to be that not everything always works out as you planned. I have learned to stay flexible with my schedule and expect the unexpected to happen.

Tell us about your family? I am the youngest of three siblings. I have two older sisters, Brooke Edwards and Whitney Massie. My parents are Bruce and Norma Jean Edwards. We are still, to this day, close to one another and I am very appreciative of that, always having someone to turn too.

Based on what you’ve learned in your career, what advice would you give a young person entering the building products industry today? Listen. There is an infinite amount of information about the building products industry. I learn something new every day. Whether it is from a co-worker or a contractor, use their knowledge to your advantage.

What does belonging to BMSA mean to you? How have you & your company benefitted from membership in BMSA? BMSA has been and continues to be a great association to be a part of for Lamberth. We have been able to form long lasting relationships with other independent lumberyards and vendors. BMSA provides excellent training seminars, along with guest speakers that give insight into our industry’s future.

Keith Foxx – BlueTarp Financial

Tell us about your company. BlueTarp Financial professionally manages trade credit exclusively for the building products industry. We currently work with over 2,000 Building Supply Dealers, and over 200,000 contractors nationwide to help Dealers with growth strategies, cash flow, risk protection, succession planning and more.

What is your current role/responsibility at the company? I am the Business Development Manager for the Southeast, with focus on three key associations, the BMSA, the FBMA, and the KBMA.

How and when did you become involved with your company? I have been with BlueTarp over two years. I spent over 30 years in the Building Products Industry with Georgia Pacific, BlueLinx, and LiteSteel Technologies. After 30 years of working with Building Supply dealers nationwide, I realized that if I wanted to truly help dealers I would need to understand their finances better. In 2008 I went back to school to get an MBA. BlueTarp became a natural fit for me. A Company where I could utilize my years of experience and education to better serve the building products industry.

What do you like most about your job? The ability to get to know Dealers intimately and work with them to craft solutions to their specific needs. I love everything about my job.

Where are you from? I grew up in Akron, Ohio, and have lived in Tucson, AZ, East Lansing, MI, Chicago, IL, Lincoln, NE, and for the past 21 years, Atlanta, GA.

Where did you grow up and go to school? I went to the University of Arizona & Michigan State University on a Wrestling Scholarship. I hold a BA in Communications from Michigan State University, and an MBA from Georgia State University.

What are you most proud of? I am most proud of my family. My wife Nancy and I have been married over 30 years, and have known each other for over 40 years, and our daughter Ashley, who
followed me to the University of Arizona where she graduated last May and is now working in the Film industry.

How would you like to be remembered? A great husband, great father, great son, great friend! A fun loving, outgoing person that loves to help others and enjoys life.

What’s the one thing about you few people know? I was the worst wrestler on the team in Jr High. So bad, that I was given a basketball trophy at the year-end sports banquet and asked not to come back. I came back the next year and went undefeated. I parlayed my wrestling abilities into a full athletic scholarship at the D-1 level that changed my life forever. (I still have that trophy in my office today.)

What are your pet peeves (in other words, the things that bug you the most)? Rude people that are quick to judge others that are in difficult circumstances. “There but by the grace of God go I.”

Based on what you’ve learned in your career, what advice would you give a young person entering the building products industry today? Learn as much as you can, as early as you can, so you will be prepared to seize opportunities as they come your way. The definition of luck is when preparation meets opportunity!

What does belonging to BMSA mean to you? How have you & your company benefitted from membership in BMSA? I am a strong believer in Building Products Associations. The BMSA is comprised of great people and great organizations, sharing knowledge and fellowship. It is an honor to be part of such a great group of individuals and companies. I look forward to continuing to build lasting relationships with both the BMSA membership and staff.

John Maiuri Named President of ECi’s LBMH Division

In November, ECi Solutions appointed John Maiuri President of its Lumber, Building Materials and Hardware Division. In his new role, Maiuri will be responsible for driving the strategic direction of the LBMH software products and technology to maximize the impact on the entire customer base.

“John has made a significant impact on ECi in the 10 months that he has been a part of our organization,” said Ron Books, President and CEO of ECi. “Joining ECi as part of our acquisition of Spruce Computer Systems earlier this year, John immediately provided sound strategic direction and insightful recommendations on how to further improve our business.”

Serving the industry for more than 30 years, Maiuri ventured into technology sales when he joined Spruce in 2008. His experience has given him a firm understanding not only of the changing needs of business owners and the industry, but also the importance of leveraging technology to keep businesses competitive.

Based in Fort Worth, TX, ECi Solutions is a leader in industry-specific information technology solutions.

**HOLIDAY HOURS**

The BMSA office will be closed Thursday, December 24, Friday, December 25, 2015 and Friday, January 1, 2016.

Your BMSA Staff Wishes You & Yours a Safe & Happy Holiday Season!

Merry Christmas & Happy New Year!

**2016 Calendar of Events**

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td>February 1</td>
<td>Introduction to Building Material Sales Seminar, Hickory, NC</td>
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<td>February 2</td>
<td>BMSA Executive Committee &amp; Board of Directors Meetings, Hickory, NC</td>
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<tr>
<td>February 2-3</td>
<td>Blueprint Reading, Material Take-off &amp; Estimating Seminar, Hickory, NC</td>
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<tr>
<td>February 3-4</td>
<td>BMSA’s 2016 Building Products Show, Hickory, NC</td>
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<td>February 4</td>
<td>Advanced Blueprint Reading/Estimating Seminar, Hickory, NC</td>
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<tr>
<td>February 17-19</td>
<td>Emerging Leaders Roundtable #2</td>
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<td>March 15-17</td>
<td>Installed Sales Roundtable, South Bend, IN</td>
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<td>April 4-6</td>
<td>NLBMDA Legislative Conference, Washington, DC</td>
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<td>April 20-22</td>
<td>CFO Roundtable, Charleston, SC</td>
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<td>April 20-22</td>
<td>Sales Manager Roundtable, Asheville, NC</td>
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<td>April 24-26</td>
<td>Roundtable 1, Atlanta, GA</td>
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<td>May 4-6</td>
<td>Roundtable 3, Olympia, WA</td>
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<td>May 18-20</td>
<td>Roundtable 7, Charlotte, NC</td>
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<tr>
<td>July 28-31</td>
<td>BMSA’s Summer Conference, Virginia Beach, VA</td>
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**BMSA Mission:**

To strengthen independent building material dealers through advocacy, communication & education.
SAVE THE DATE!

February 3-4, 2016
BMSA’s 2016 Building Products Show Hickory, NC

Reserve your booth today!
Contact Jane Gillespie at 800-849-1503 or janeg@mybmsa.org

Welcome New Members!
BMSA is pleased to welcome the following new Associate members:

LiftOne, LLC
440 E. Westinghouse Blvd.
Charlotte, NC 28273
Dale Verseput
704-588-1300
www.liftone.net

NCS
729 Miner Road
Highland Heights, OH 44143
Craig Slimmer
800-826-5256 x 113
www.ncscredit.com

BMSA’s 2016 Building Products Show Exhibitors
(as of 11/16/15)

Basys Processing
BlueLinx
BlueTarp Financial
Boise Cascade
Bonsal American
Carolina Atlantic
Cedar Creek
Center-Line Trailers
Century Group
Cosella-Dorken Products
Cox Industries
Crumpler Plastic Pipe
Culpeper Wood Preservers
DecKorators
Diamond Hill Plywood
DMSi Software
DYKE Industries
ECMD
Emery-Waterhouse
ENAP
Federated Insurance
Fleetmatics
FlexTrim/Carter Millwork
Fortress Wood Products
Huttiig Building Products
Intex Millwork
Georgia-Pacific
Legacy Pre-Finishing
LiftOne
LMC
The Marvin Company
Messer Financial Group
Norbord
NCS
PA & IN Mutual Insurance Companies
Parksite
Ponderosa Software
Rader Solutions
REEB Millwork
Robbins Manufacturing
Rogers & Associates
ROXUL, Inc.
Royal Building Products
Simpson Strong-Tie
Smith Millwork
Snavely Forest Products
Spruce/ECI Solutions
StyleCrest
Sun Windows
Sunbelt Rack/CT Darnell Construction
Superior Plastic Products
TAMKO
U.S. Lumber
V&H Trucks
Weyerhaeuser
Woodford Plywood

BUILDING A BETTER ASSOCIATION THROUGH COMMUNICATION
NLBMDA Announces New Leadership Team for 2015-2016

The National Lumber and Building Material Dealers Association (NLBMDA) elected its new leadership team in late October at the ProDealer Industry Summit in Colorado Springs, CO. At the association’s annual meeting, the NLBMDA Board of Directors elected Scott Yates as the new chair of the association. Scott is president and general manager at Denver Lumber Company in Denver, Colorado and is replacing outgoing chair JD Saunders, president of Economy Lumber in Campbell, California.

In addition to Scott, the other members of the 2015-2016 NLBMDA Executive Committee are:

– Chair-Elect: George Lester, The Lester Group Inc., Martinsville, VA
– Treasurer: Scott Engquist, Engquist Lumber, Harcourt, IA
– Manufacturers & Services Council Chair: Gary Nackers, Do it Best Corp., Ft. Wayne, IN
– Federated Association Executives Chair: Karen Baker, Oklahoma Lumbermen’s Association, Seminole, OK
– Immediate Past Chair: JD Saunders, Economy Lumber Co., Campbell, CA
– President & CEO: Jonathan Paine, NLBMDA, Washington, D.C.

George Lester has been an active member of NLBMDA and state associations for more than 50 years. He has a tremendous amount of industry knowledge and association experience. As Chairman & CEO of The Lester Group, he oversees diverse enterprises that include BMSA Members Fortress Wood Products, Jim Carpenter Company and Taylor Brothers. Congratulations George!
BMSA Services & Resources

All BMSA Services & Resources are designed to help our members grow their businesses and be more successful.

- **Online Training** – [www.bmsatraining.org](http://www.bmsatraining.org) - This online tool provides our members access to more than 150 topics/courses for salespeople, yard workers, and front-line supervisors. This is a Learn Anytime, Learn Anywhere opportunity for managers and employees.

- **RefCheck** – An affordable and thorough background and reference checking service. BMSA Members receive a 15% discount off RefCheck’s standard fees.

- **Lumber & Building Material Reference Manual** – Available in English & Spanish – An industry staple for many years. [Year-End Special: Order the SPANISH edition in December for a mere $5 per copy. That’s 50% off the regular member price!]

- **Safety/DOT/OSHA Manual** – Newly Updated in 2015! - Essential for all building material dealers.

- **2016 Vacation Calendars** – Pick up your copy at our Show in Hickory February 3 & 4, 2016!

For more information on all of BMSA's Services & Resources, please call 800-849-1503 or email janeg@mybmsa.org.

### Take a Stand Against Distracted Driving

Imagine yourself standing alongside a busy road, watching the cars go by. Now pretend you have super powers and can see everything going on in each car, and you see this: A driver looks down at his phone to check GPS directions. At the same time, traffic ahead slows. That driver’s quick glance at his phone is enough of a distraction for him to not be prepared for the traffic slowdown. He rear-ends the vehicle in front of him resulting in two deaths and serious injuries to himself.

The driver wasn’t talking on his cell phone. He wasn’t texting. But he was distracted by an electronic device.

Describing distracted driving as an epidemic doesn’t do it justice — it has gone beyond that. It is rampant, worsened by the influx of electronic devices constantly competing for drivers’ attention. Distracted driving threatens our well-being on a daily basis. What can we do to make our roads safer?

**He Had a Choice**

The driver’s decision to check GPS was, literally, a life and death choice. Two people are dead. He could have made a different choice.

But he didn’t, and that’s the point here. Drivers are setting priorities based on an electronic device, putting something as trivial as a text message, phone call, or other electronic communication ahead of safe, attentive driving. People everywhere are choosing — and, yes, it is a choice — to interact with mobile devices while they’re on the road. That choice puts everyone around them in danger.

**Wiser Choices**

Federated Insurance wants to help your business address this issue so you can take measures to reduce the chances you or someone who works for you is involved in a crash resulting from distracted driving.

First, we realize people’s attitudes aren’t going to change overnight. The “it’ll never happen to me” perception is alive and well, just as it was during the seatbelt and motorcycle helmet safety campaigns in the past.

But, eventually, with education, repetition, demonstrations, examples, and messages, people began to understand the importance of wearing seatbelts and motorcycle helmets — for themselves and the people important to them. And slowly but surely, it became a priority.

**What and Who is Important to You?**

The key is persistence. Federated will continue to offer solutions to help your business to inform your employees. We’ll present an insurance company’s perspective. And we’ll boldly ask, “What — and who — is important to you?”

Your family, friends, co-workers, and your business itself all play a vital role in the happy ending to each day. We want everyone to make it home safely.

**This article provided courtesy of Federated Mutual Insurance Company, your association’s recommended insurer for property & casualty.**

This article is intended to provide general information and recommendations regarding risk prevention only. There is no guarantee that following these guidelines will result in reduced losses or eliminate any risks. This information may be subject to regulations and restrictions in your state and should not be considered legal advice. Qualified counsel should be sought regarding questions specific to your circumstances and applicable state laws. All rights reserved.

### Corrections

In the Fall issue of TimberTalk, we inadvertently left out Smith Millwork from our list of Summer Conference Sponsors. Smith Millwork sponsored the President’s Reception Saturday evening and has been a longtime supporter of BMSA.

In the same issue, we listed an incorrect web address for New Associate Member Century Group, Inc. The correct website is [www.centurygrp.com](http://www.centurygrp.com)

We at BMSA sincerely apologize for these oversights.
BMSA’s Roundtable 3 had its fall meeting in Nashville September 27-29. Members of a Western Building Material Association Roundtable joined them at the meeting to share best practices. The meeting was such a success, Roundtable 3 is going to Olympia, WA next May!

**Delivery & Fleet Safety – Protecting People, Property and Materials**

NLBMDA’s *Delivery & Fleet Safety* (DFS) program is an invaluable safety tool that will help you train your employees to be a more safe, productive, and efficient workforce. A DFS trained driver is smarter, achieves better fuel efficiency, lowers maintenance costs, and reduces material damage.

The DFS program includes:

- **Industry-Specific Video, DVD, and Handbook**: Demonstrates all aspects of safe and proper loading and transporting of materials from the yard to the job site; provides education on and assistance with OSHA/ FMCSA regulations. Ten handbooks are provided.

- **Trainer’s Manual**: Walks you through the step-by-step process to conduct your own training session with a list of the key concepts to highlight and discuss.

- **DFS Poster and Certificates**: Outlines, in full color, the basic key concepts for a daily visual reminder of lessons presented. Ten certificates recognizing completion of training are also provided.

**Many Thanks to Our Fall Roundtable Sponsors**

- BlueTarp Financial
- Culpeper Wood Preservers
- Federated Insurance
- Norbord
- Spruce/ECi Solutions

**Pricing and Order Information:**

The *Delivery & Fleet Safety Training Kit and DVD* is available to NLBMDA members at the rate of $199 and to non-members at the rate of $349.

If you would like to order the *Delivery & Fleet Safety DVD Only*, NLBMDA members can purchase it for the rate of $60 and non-members for $85.

Questions? Contact NLBMDA at membersupport@dealer.org or Jane Gillespie at BMSA at janeg@mybmsa.org.

Save your company money through essential safety training by ordering your Delivery & Fleet Safety program today.
A WELL-FRAMED APPROACH TO PROFITABLE ENERGY EFFICIENCY

ENERGY SAVINGS START WITH THE FRAMING™
Learn more: Visit Norbord.com/NA

REDUCE MISTAKES, CALLBACKS, AND COSTS.
Norbord’s Onsite app helps you build a better house. Download for free today at www.Norbord.com/onsite