WOW! BMSA knows how to put on a great show! Our members know that relationships are important, and that was evident in Hickory, NC February 1-2. Exhibitors had the opportunity to meet with current and potential customers from more than 75 dealer companies from all five states in BMSA's footprint.

What a great time we had to connect and network with one another!

First time exhibitor Allura won Best of Show (2017 Booth Award Winner). At the membership breakfast, The Lester Group of Martinsville, VA was named Dealer of the Year, and Cedar Creek of Cornelius, NC & Richmond, VA was named Supplier of the Year in recognition of their commitment to BMSA, our members and the industry.

Our education programs this year offered a wealth of information for dealers to take back and apply to their businesses. Casey Voorhees, president of the Western Building Material Association, gave four days of building material and estimating instruction to 50 people from 23 dealer companies. On Wednesday morning, Anna Liotta gave two dynamic presentations on generational differences, followed by a panel discussion led by Craig Webb, Editor of ProSales Magazine, on how to make more money by treating each customer uniquely. Many thanks to Mike Reeves of Espy Lumber and Leonard Safrit of Safrit’s Building Supply for participating in the panel. Following the Wednesday morning programs, we enjoyed the popular and delicious lunch sponsored by ECMD on the show floor.

At our annual membership breakfast Thursday morning, we received an update on the Association, which included a financial report from BMSA Treasurer Chris Yenrick. Michael Neal, Senior Economist for the National Association of Home Builders followed with an in depth look at the economy and housing market.
Many Thanks To Our Show Grand Prize Sponsors:
BlueTarp Financial, Cox Industries, Culpeper Wood Preservers, ECMD, Huttig Building Products and Sun Windows

Many Thanks To Our Show Sponsors:

2017 Show Exhibitors

AGS Stainless
Allura
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Carolina Atlantic
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Center-Line Trailers
Century Group
Cox Industries
Crumpler Plastic Pipe
Culpeper Wood Preservers
Dancik International
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The Marwin Company
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U.S. Lumber
V & H Inc.
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Viance
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Woodford Plywood

Again this year, we offered a Grand Prize of $4000 on BOTH Wednesday and Thursday. Congratulations to Wednesday’s winner Wendy Tadlock of Smith-Phillips Building Supply, Winston-Salem, NC, and to Bob Smith of Hoke Lumber, Davidson, NC, who won Thursday’s drawing!

A poignant highlight of the show was Cindy Hartley’s final farewell at the reception on February 1, which included touching tributes by past-VBMA Chairman Bruce Edwards, past-SBMA Chairman Patricia Jones and Norwood Morrison of Culpeper Wood Preservers.
Thank you Exhibitors!
Thank you Sponsors!
Thank you Dealers!
Together, we have relationships that last a lifetime. Together, we BUILD for the future. Together, we are STRONG.

Congratulations
Other Show Winners!

- Chris Moon, Harbin Lumber - $50 Gift Card from BMSA
- Jeff Raines, TraksUS - $100 Gift Card from BMSA
- Steven Moore, Tindell’s - $50 Gift Card from BMSA
- Christy Brown, Service Building Supply - $50 Gift Card from BMSA
- Cory Peters, Cedar Creek - $100 Gift Card from BMSA
- Richie Siewers, Siewers Lumber & Millwork – Yeti Cooler from Culpeper Wood Preservers
- Adrian Stoltzus, Hedgecock Building Supply – 40” Smart TV from Smith Millwork
- Tina McEachin, Jennings Builders Supply – Yeti Cooler from Carolina Atlantic
- Joe Hudson, Cozart Lumber - $50 Gift Card from BMSA

Member News

ECi Software Solutions acquired Mark Systems of Mt. Holly, NJ. Mark Systems is a recognized leader in software solutions for the residential home construction industry. Mark offers a suite of products that service every aspect of the residential home building process.

Epicor Software Corporation, has announced a significant upgrade to its North American version of Epicor BisTrack™ business management software for lumber and building materials (LBM) dealers and distributors. Epicor BisTrack version 5.5 delivers advanced pricing tools, cloud, and mobile functionality, interface improvements, and third-party integrations to the Epicor flagship solution for the LBM market.

The Board of Directors of both IBSA and LBM Advantage have approved a non-binding letter of intent to merge. This is another step in the process of forming a national buying group with a strong regional presence.
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.

Eric Spencer, Spencer Home Center, Lexington, VA

Tell us about your company. Spencer Home Center is located in Lexington, Virginia and serves Rockbridge County and the surrounding counties. My father worked for the previous owner under the name Lambert Building Supply. The name was changed after he bought the business in 1981.

What is your current role/responsibility at the company? I serve as President and assist our team daily to see that they have the tools to be successful. I also oversee our hardware store in Buena Vista, Virginia.

How and when did you become involved with your company? I have been involved with the family business since the age of 10. During high school and college I worked in the warehouse and showroom. After graduating from college I decided to work in contractor sales and eventually became manager as my father limited his time at the company. I’ve been president since 2002.

What do you like most about your job? What do you like least? I enjoy the customers and vendors we work with. I’ve worked with some great people and made some great friends. I don’t enjoy trying to collect account receivables although I’m often amused at the latest excuses.

Where are you from? Where did you grow up and go to school? I grew up in Lexington, Virginia and attended Randolph-Macon College in Ashland, Virginia.

What are you reading now? Making it in America by John Bassett.

What are you most proud of? I’m most proud of how our company supports our community and our employees. We are involved with many non-profits and support many youth projects. As far as our staff, 13 of our 22 employees have been with the company for over 10 years.

Tell us about your family? My wife Jaime and I have been married for 20 years and have 2 beautiful teenage daughters: Emma (17) and Kate (14).

If you have pets, tell us about them? We have the best dog. Molly is a cocker spaniel – poodle mix (Cockapoo) and loves to run on the farm. She’s the only dog I know that can chew the cover off a golf ball.

2017 Calendar of Events

March 21-22: Applying Industrial Design Workshop (Charlotte, NC)
March 22-24: CFO Roundtable (Nashville, TN)
March 27-29: NLBMDA Legislative Conference (Washington, D.C.)
March 30-31: Leadership Development Roundtable #2 (Asheville, NC)
April 2-4: Roundtable 3 (High Point, NC)
April 18: Margin Growth & Management Seminar (Richmond, VA)
April 19-21: Roundtable 1 (Asheville, NC)
April 27-28: Sales Manager Roundtable (Charlotte, NC)
May 2-3: BMSA & KBMA Building Bridges Show (Cincinnati, OH)
May 9-10: Leadership Development Roundtable #1 (Nashville, TN)
May 17-19: Roundtable 7 (Asheville, NC)
July 27-30: Summer Conference (Virginia Beach, VA)
What is your favorite vacation location and why? Our family is drawn to the salt water and white sands. I would say St. John is a close tie with Turks & Caicos.

What is your favorite way to unwind after a hard day? I enjoy jumping on my Kubota tractor and mowing a field or just riding around the farm in my RTV.

Based on what you’ve learned in your career, what advice would you give a young person entering the building products industry today? I would tell them not to be scared of all the products and formulas you need to know. Just jump in and take care of the customer. If you don’t have the answer you can always follow up but make sure you do so. I would also encourage them to find ways to improve the company they work for and take pride in their job.

What does belonging to BMSA mean to you? How have you & your company benefitted from membership in BMSA? I grew up going to association meetings and summer conferences back when Virginia was a single state association. It has always been a big family and BMSA is now only a bigger family. I haven’t attended a show in a few years but I know BMSA links me to many dealers that are only a phone call away for advice. Additionally, our company has been involved with the BMSA roundtables since 2002. We have benefitted greatly by engaging with our fellow colleagues.

A Heartfelt Goodbye from Cindy Hartley

Dear Members,
The time has come for me to retire. It was not easy to make this decision. Serving you, both dealers and suppliers, has been a special blessing in my life. Many of you have become more than association members to me, you have become friends and family. We have fought competition, weathered business storms, celebrated personal and professional successes and laughed together. Thank you for the lovely tribute you gave me at the Hickory Show and for enriching my life. May joy find you and your families every day!
Cheers, Cindy

COMING SOON!
BMSA’s Professional Development Series
Margin Growth & Management Seminar
April 18, 2017 • Richmond, VA

Great leaders in the LBM industry know that to produce a top-notch organization, Gross Margins must receive constant and masterful management. Both Stock and Special Order sales contain amazing opportunities for enriching your profitability by following just a handful of simple, immediately applicable best practices built upon solid principles.

Mark your calendars today for this powerful one-day workshop led by industry veteran and educator Ken Wilbanks!

NLBMDA Releases 2017 National Policy Agenda

By Ben Gann, VP Legislative & Political Affairs for NLBMDA

On February 10, NLBMDA finalized its National Policy Agenda for 2017 as the 115th Congress embarks on an ambitious agenda and President Donald Trump lays out the priorities of the new Administration. Republicans control both legislative chambers and the executive branch for the first time in 10 years.

House Republican leaders have planned an aggressive agenda in Trump’s first year as president, and are looking at repealing Obama-era regulations, tax reform, and major changes to the Affordable Care Act (ACA). House Majority Leader Kevin McCarthy (R-CA) has compared the 2017 House schedule to the one in 1995 when Republicans were very active after taking control of the lower chamber for the first time in 40 years.

Regulatory Reform

Congressional Republicans are using the Congressional Review Act (CRA) to repeal some regulations enacted toward the end of the Obama Administration. The CRA empowers Congress to overturn a regulation within 60 legislative days of enactment by allowing the House and Senate to pass a resolution of disapproval through an expedited process by simple majority before being presented to the president for signature.

In January, President Trump signed an executive order (EO) that requires the removal of two federal regulations for every new federal regulation that is implemented. The EO will expand the scope of regulatory review and is intended to dramatically reduce the overall amount of federal regulation.

For its part, the House of Representatives has already taken early action on several regulatory reform bills. On January 5, the Regulations from the Executive in Need of Scrutiny (REINS) Act (H.R. 26) was approved by a vote of 237 to 187. The legislation increases accountability and transparency in the federal regulatory process by requiring Congress to approve all major rules before taking effect.

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Continued from page 5

In addition, on January 11, the Regulatory Accountability Act (H.R. 5) was passed 237 to 187. The legislation updates the federal rulemaking process.

Health Care
Lumber dealers tell NLBMDA that health care costs continue to have a major impact on their operations. In response to that, NLBMDA is a member of the Stop The HIT Coalition, which includes a diverse group of trade and business associations working to repeal the health insurance tax (HIT) and protect the affordability of health care coverage.

As part of President Obama’s health care reform bill, in 2014, a new fee was levied on health insurance companies. Although the HIT is levied on all insurance companies that offer fully-insured plans, the tax is passed down in the form of higher premiums to small and medium-sized business that offer fully-insured plans, which unlike large companies do not typically self-insure a health care plan.

The Jobs and Premium Protection (H.R. 246) repealing the HIT has been introduced in the House by Reps. Kristi Noem (R-SD) and Kyrsten Sinema (D-AZ). NLBMDA will continue its work on repeal of the HIT and other reforms that reduce health care costs and compliance for dealers.

Tax Reform
Speaker of the House Paul Ryan (R-WI) has indicated that reform of the tax code is a goal for House Republicans in 2017. Rep. Kevin Brady (R-TX), Chairman of the House Committee on Ways and Means, also wants to move ahead on tax reform and has said that it is something that happens only once in a generation. Comprehensive tax reform was last enacted in 1986, leading some to speculate that perhaps the moment has arrived for a major rewrite of the tax code.

Lawmakers could look to bring overseas profits back to the U.S. as a way of paying for programs and reducing the budget deficit.

According to the Joint Committee on Taxation (JCT), U.S. based multinational corporations have approximately $2.6 trillion in profits offshore to avoid paying corporate income taxes. As the European Commission (EC) begins cracking down on the special tax deals some American companies have with EC member countries, repatriating foreign earnings may now appear more attractive for some U.S.-based multinational corporations.

NLBMDA has been consistent in its support for comprehensive tax reform, but believes any reform of the tax code should preserve the mortgage interest deduction for home owners and should level the playing field for small businesses by not unfairly disadvantaging family-owned businesses.

Dealers are encouraged to come to the nation’s capital to discuss legislative issues affecting the lumber and building material industry with their lawmakers at the 2017 NLBMDA Spring Meeting and Legislative Conference, March 27 through March 29, 2017 in Washington, D.C. It is a great opportunity to meet with elected officials and network with other dealers.

To read the entire NLBMDA 2017 National Policy Agenda, please visit www.dealer.org.

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

Banyan Consulting Group
333 N. Greene St., Suite 101
Greensboro, NC 27401
David Dow
336-510-5433
www.banyaninc.com

Cordstrap USA
PO Box 081340
Racine, WI 53408
Mike Essary
704-301-5884
www.cordstrap.com

Guardian Building Products
11922 General Drive, Suite N
Charlotte, NC 28273
Tom Johns
803-548-2111
www.guardianbp.com

BMSA Member Decals
We mailed one 2017 Member window decal to each member who has paid their 2017 dues. Additional window decals are available for your branch locations. An electronic version is also available. Please contact Jane Gillespie if you are interested in obtaining additional membership decals.

Muneris Benefits
2840 G. Hershberger Road
Roanoke, VA 24017
Burman Clark
540-563-1005
www.munerisbenefits.com

The Tapco Group
6120 Kilchurn Drive
Fort Mill, SC 29707
John Cook
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144 Clarkson Lane
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