For our Summer Conference, we challenged our members to UP YOUR GAME! You responded, GAME ON! Despite a gloomy forecast, the heavens opened up and blessed us with three perfect days of weather to connect, catch up, relax, learn and have fun!

“This Summer Conference was a complete success,” said Michael Siewers of Siewers Lumber & Millwork in Richmond, VA. “Just a lot of fun, great education, products and networking all the way around!”

First-time attendee Kelly Franklin of Southern Lumber & Millwork, in Charleston, SC said, “It was so much fun and the education was great, I really learned quite a bit!”

Mark your calendars today for next year’s conference: July 25-28, 2019! You don’t want to miss this popular family-friendly event. For more on this year’s Summer Conference, go to page 4.
Calendar of Events

September 10-11: Leadership Graduate Roundtable, Wrightsville Beach, NC

September 12-14: Leadership Development Roundtable #2, Wrightsville Beach, NC

September 17-19: CFO Roundtable, Traverse City, MI

September 30-October 2: Roundtable #1, Greenville, NC

October 11-12: Operations Manager Roundtable A, Wilson, NC

October 17-19: NLMBA ProDealer Industry Summit, Chicago, IL

October 17-19: Roundtable #3, New Bern, NC

October 21-23: Roundtable #7, Charlottesville, VA

October 25-26: Operations Manager Roundtable B, North Charleston, SC

November 7: BMSA Executive Committee & Board of Directors Meetings, Columbus, OH

November 7-8: Ohio Education Summit, Columbus, OH

November 15-16: Sales Manager Roundtable, Charleston, SC

BMSA Dedicates Ohio Student Scholarship

At the Summer Conference, BMSA’s Board of Directors approved the renaming of its Ohio Student Scholarship to The Evan & Pam Jones Student Scholarship. Evan, the 3rd generation to run the family business, sold Jones Lumber & Millwork, Columbus, OH, in 2017 and retired from the industry. His wife Pam spent her entire career as a teacher and was a staunch supporter of education efforts. After a valiant fight with cancer, Pam passed away last November.

“Renaming the scholarship program to honor Evan & Pam seems only fitting for two people who gave so much to the LBM industry and to education,” said Lynn Schwarz, BMSA President. Prior to his retirement, Evan served on the BMSA Board of Directors, as President and also Treasurer of the Ohio Construction Suppliers Association, and District Chairman of the Ohio Lumbermen’s Association.

The Evan & Pam Jones Student Scholarship annually provides two worthy students in Ohio a $1000 scholarship to help offset the cost of their higher education.

BMSA Announces Major Move!

After much deliberation and consideration by BMSA’s Board of Directors, our 2019 Summer Conference will be in Myrtle Beach, SC July 25-28, 2019.

“The Doubletree Resort offers many more amenities for our members, such as all ocean-view rooms, multiple pools, a lazy river, onsite miniature golf and bike rentals,” said BMSA’s Susie VanLandingham. “I’m confident that our members will be very pleased with this newer facility.”

“I can’t wait to go somewhere new!” said one of our teenagers who has grown up attending the Summer Conference in Virginia Beach.

Although the venue is changing, we at BMSA guarantee that the spirit, purpose and tradition of our Summer Conference will continue for years to come.
**SAVE THE DATE!**

**BMSA’s Annual Show**

**February 6 & 7, 2019**
Hickory Metro Convention Center
Hickory, NC

- Education Seminars
- Product Knowledge
- Networking

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

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**BMSA Member News**

Congratulations to Chip & Mary Katherine Phillips of Goldsboro Builders Supply on the birth of their first child, Forrest Charles Phillips, IV! Proud Grandpa is BMSA Member David Perry, President of Goldsboro.

Chip Phillips and son Forrest Charles Phillips, IV.

Congratulations to Ryan Lanier of Federated Insurance, on the birth of his son, Ace Allen Lanier!

**Haywood Builders Supply**, Waynesville, NC is celebrating its 70th Anniversary. Congratulations!

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**Welcome New Associate Members**

**Eastern Engineered Wood Products**
Midlothian, VA
Brian Johnson
804-549-6399
[www.eewp.com](http://www.eewp.com)

The company provides wholesale engineered wood products to the LBM industry.

**WM Coffman Resources**
Austell, GA
Derek Barksdale
972-200-9802
[www.wm-coffman.com](http://www.wm-coffman.com)

The company provides stair parts to the LBM industry.

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**THANK YOU 2018 Summer Conference Sponsors**

- Weyerhaeuser - Welcome Reception
- ECMD – Saturday Morning Breakfast
- Federated Insurance - Chairman’s Reception and Saturday’s Game Show Evening
- Culpeper Wood Preservers - Golf Beverage Cart and Welcome Reception
- ECi Spruce Computers - Golf Lunch
- Wholesale Millwork – Golf Lunch
- Empire Moulding – Sunday Family Session
- Pennsylvania Lumbermens Mutual Insurance Company – Dr. Ed’s education session
- Huttig Building Products - Kids’ Hospitality Room
- Vann Attorneys - Conference T-shirts
- Blue Cross Blue Shield of SC - Friday’s education sessions

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**THANK YOU 2018 Summer Conference Game Table Sponsors & Prize Donors**

<table>
<thead>
<tr>
<th>Sponsor</th>
<th>Prize Sponsors</th>
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<tbody>
<tr>
<td>Amelia Lumber</td>
<td>LBM Advantage</td>
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<td>Blue Cross Blue Shield of SC</td>
<td>LMC</td>
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<td>BlueLinx</td>
<td>Madison Wood Preservers</td>
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<td>Crumpler Plastic Pipe</td>
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<td>Fortress Wood Products</td>
<td>Royal Building Products</td>
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<td>Home Builders Supply</td>
<td>Smith Millwork</td>
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<td>Lamberth Building Materials</td>
<td>TW Perry</td>
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</table>
“Y’all throw a great party!”

2018 Summer Conference Exhibitors

Amelia Lumber
Blue Cross Blue Shield of SC
BlueLinx/Cedar Creek
BlueTarp Financial
Center-Line Trailers
Crumpler Plastic Pipe
Culpeper Wood Preservers
Diamond Hill Plywood
ECi Spruce Computers
ECMD
EHOP Health
Emery Waterhouse
Empire Moulding & Millwork
Federated Insurance
Fortress Wood Products
Henry Company
Huttig Building Products
Kerridge Commercial Systems
LBM Advantage
LJS Solutions
LMC
Madison Wood Preservers
Parksite
Pennsylvania Lumbermens Mutual Insurance Company
Rocco Building Supplies
ROCKWOOL
Royal Building Products
Smith Millwork
U.S. Lumber
Vann Attorneys
Weyerhaeuser
Wholesale Millwork

Building a Better Association Through Communication

Twins!!

Jim Van Landingham, Norma Jean Edwards, Ann Meacham and Bruce Edwards

The Williams Family (Brunson Building Supply)

Bradley & Cindy Huneycutt (Locust Lumber) and June & Bryan Strickland (Guy C Lee Building Materials)

Brandon Massie (Empire Moulding) had The Longest Drive at the Golf Tournament.

Thad Shuler & Kids (Southern Lumber & Millwork)

A Full House at our Seminars!

Congratulations to Empire Moulding for winning Best Decorated Exhibit Booth! Pictured are Brandon Massie, Rene Clark & Alan Chandler.

“I’ve Got Friends in Low Places.”

Antoinette & Jeff Faircloth (Jim Carpenter Company)

Twins!!
“I’ve Got Friends in Low Places.”

The Good Family (Culpeper Wood Preservers)

2nd Place Golf Team: Bob McSorley (PLM), Bruce Edwards (Lamberth Building Materials), Jeremy Bielat (Parksite) and Lee Gay (Royal Building Products)

Ryan Stier (Stier Supply) wins Closest to the Pin!

Keith Foxx (Blue Tarp Financial) & Hunter Edwards (Lamberth Building Materials)

Scotty Siewers wins again!!

Mike Toune, John Arron & John Ramsey (Diamond Hill Plywood)

Danny & Jennifer Wright (Berlin G Myers) & their twin daughters

Bill Lawson (LJS Solutions) and BJ & JoLynn Lawson (EHOP Health)

Keith Foxx (Blue Tarp Financial) & Hunter Edwards (Lamberth Building Materials)

Off to a new adventure!

Dr. Ed Says...

“I don’t want to count (my money). I’m not in school!”

Leading Index points to a recession free economy until 2023!!!
The Many Faces of BMSA:
In each issue of *TimberTalk*, we feature members to help you get to know the many faces of your association.

Meet Your BMSA Chairman: Jim O’Brien – The Lester Group, Martinsville, VA

Tell us about your company. The Lester Group is quite a diverse company. Certainly we are into lumber and building materials, but we are also into manufacturing commercial and residential doors, we have 19,000 acres of forestlands that we have on a sustainable growth program, and we have a large real estate company that owns office buildings, shopping centers, restaurants, industrial buildings, rental single-family housing and apartments.

Tell us about your family. We are very proud of our children and grandchildren. They all live in the Southeast, so none are very far away...and our 11 grandchildren continue to amaze us at what they do and accomplish. It’s been wonderful that we still all enjoy getting together, under one roof, for long weekends.

Based on what you have learned in your career, what advice would you give a young person entering the building products industry today? Don’t be afraid to start from the bottom. When you learn to do the jobs you will manage in the future, you will be a better leader. You will not only know the job, you will have empathy for what the employee is challenged with.

What does belonging to BMSA mean to you? How have you and your company benefited from membership in BMSA? Isn’t it a fact that you get something out of an organization...in relation to what you put in? BMSA has been a cornerstone for building industry relationships and providing self-development for myself, and many others in our company. We attend the shows. We walk the floors. We attend the seminars. We participate in the training. We are active in the Roundtables. We can actually quantify some of the profits we have obtained by participating in these programs. Most of us do a lot of talk about the importance of training...but at BMSA, we actually do it.

Meet Houston Crumpler – Crumpler Plastic Pipe, Roseboro, NC

Tell us about your company. Crumpler Plastic Pipe, Inc. (CPP, Inc.) manufactures 3”-to-48” High Density Polyethylene Corrugated Plastic Pipes that meet ASTM specifications for landscape drainage and septic tank waste water treatment systems. CPP, Inc. also produces these same pipe sizes to meet AASHTO Highway standards that are certified by State DOT’s and the National Transportation NTPEP certification body. In addition to Road Culverts, Septic Drains, and Landscape Drains, CPP, Inc. pipes and culverts are used in Parking Lot Detention-Retention Systems, Landfill Drains, Airport Runway Drains, Sewer Sludge Composting, Industrial Waste Water Treatment, Grain Drying, Agricultural Drains, and Golf Course-Athletic field Drains.

What is your current responsibility at the company? I am the President of CPP.

How and when did you become involved with your company? In 1975 CPP, Inc. evolved from Crumpler Brick and Tile Company, a 1945 clay operation, begun by my father. I worked at the clay operation in the summer from age 15 on. After college and the Army, I became the Sales Manager.

What do you like most about your job and what do you like least? The people in construction are generally positive people who are continually trying to build America in the tradition of the various now outdated Homestead Acts, and that is most pleasing. The post VW II FHA-VA homebuilding era...
continued that Homestead Act tradition, and was a positive influence on me in childhood. While all enter the industry with this ‘improve-the-frontier’ attitude, some are overwhelmed by the need to micro-manage for quality, and become difficult for their suppliers and others. That is always displeasing.

Where are you from, and where did you grow up and go to school? I was born and raised in Roseboro, NC, just east of I-95, near Fayetteville, NC. At the age of 15, I began high school at Darlington School for Boys in Rome, Georgia. Due to the number of Georgia friendships, I attended the University of Georgia in Athens, graduating in 1967 with a degree in Journalism-Marketing. After an Army hitch I returned to the business in Roseboro. For a few years between the closing of the Clay operation and the beginning of the Plastic company I built houses in association with Mebane Lumber Company in Mebane, NC. That business was owned at the time by my father’s brother.

What are your favorite books and movies? All the Kings Men by Robert Penn Warren is a good book & movie. However, my all time favorite movies are John Ford & John Huston films with great story lines: Ford’s The Searchers & The Quiet Man and Huston’s The African Queen & The Treasure of Sierra Madre are all timeless.

What are you reading now? Facing the Phoenix by Zalin Grant is about the political ambiguities surrounding the defeat of the USA in Vietnam despite the USA winning every battle.

What are you most proud of? My wife Mariam and I are proud and thankful for our two daughters, son, and three grandchildren. Our son is now shouldering most of the responsibility in the business.

How would you like to be remembered? Managers of anything have to rely on the advice of their staff, and sometimes that advice is ‘off-key’ (35-40%). So I hope I’m remembered as someone ‘who gave others the benefit of the doubt’, and thus got the benefit of that 60-65% of their ‘on-key’ good advice.

What’s the one thing about you that few people know? Our oldest daughter is a middle school teacher and has one son. Her husband works for a gas and oil distributor. Our youngest daughter is an archaeologist living in Alexandria, VA, and does contract work for the Smithsonian and National Geographic.

If you have pets, tell us about them. My wife has an eight pound Malti-Poo named ‘Toby’. He greets us every time we return from a 5-minute grocery store trip as if we had been gone for a month. Prior to ‘Toby’ we had an English Bull Dog named ‘Shuga’ to commemorate my UGA education. She died at nine and a half.

What is your favorite vacation location? Myrtle Beach-Ocean Drive-Pawley’s Island and Blowing Rock. The beach gives peace through an excitement that makes one forget problematic issues and the peace of the mountains provide a BLANK meditative state.

What is your favorite way to unwind daily? I like to read the paper between naps.

Based on your career experiences, what advice would you give to a young person entering the building products industry? The strength of patient perseverance cannot be matched by any other force because LOVE is the foundation of that perseverance. That LOVE is renewed daily in the building business because one is helping others fulfill their dreams. Nothing can equal the satisfaction of helping others, and the building-real estate industry offers more satisfaction renewal opportunity than any industry I can think of.

What does belonging to BMSA mean to you? How has your business benefitted from its BMSA membership? CPP, Inc. has been a member since the mid-1980’s. We have remained members because BMSA has always promoted Family Business and that extra level of special-service-product-user-knowledge that only a locally owned business can provide. Large Chain operations that can only offer Bar Code and price information are not organized to provide a deep level of buyer-user support. The big box store is the place for good pricing on simple ‘plug-it-in-flip-the-switch’ type goods, but products that require multi-sequence installation steps need a full-time employed, seasoned sales professional that BMSA is continually helping its members develop.

BMSA Mission: To strengthen independent building material dealers through advocacy, communication & education.
HOW

#THANKAFRAMER

IS GIVING AMERICA MORE FRAMERS TO THANK.

in launching #THANKAFRAMER last Labor Day, we didn’t expect our video saluting American framers to get millions of views. Or that framers would thank us for caring. Why do we care? Because we’re nothing without framers. They install what we make. And there aren’t enough of them. This slows house construction, hurting our customers and the economy.

To help, we’re supporting the Home Builders Institute in training hundreds of new framers. We’re dedicated to helping unemployed, underemployed and underserved youth become framers.

WATCH THE VIDEO AND GET THE FULL STORY AT: WWW.THANKAFRAMER.COM