Knowledge is Power, and it was flowing at our 2019 Learning Exchange and LBM Expo! This popular event gave members the opportunity to learn from their peers at two panel discussions focusing on LEAN Process Improvement and Dealer/Vendor Relationships, followed by a powerful presentation on Corporate Culture and Retention. “The most impressive part for me was how good & worthwhile the educational sessions were,” said Jack Dittoe, President of Snider-Flautt Lumber in New Lexington, OH. “I always learn something when fellow dealers are involved.”

Chuck Casey of Building Products Digest magazine has said that the BMSA expo is one of the best regional show he attends. “We all have to go to shows,” said Keith Foxx of BlueTarp Financial. “What I like is the unexpected. A three-year prospect walked up to me at the BMSA show and said that he’s finally ready to talk.”

There were nine first-time exhibitors at the Expo, and a sales rep from one of those exhibitors said, “All you need is one [lead]. And I got my one!”

Again this year, we offered a Grand Prize of $4000 on BOTH Wednesday and Thursday. Congratulations to Wednesday’s winner Knox Morrison of Morrison Brothers Building Center in Concord, NC and to Thursday’s winner, Bob Smith of Hoke Lumber, Davidson, NC.

Simpson Strong-Tie won Best of Show (2019 Booth Award Winner). At Thursday’s membership breakfast, Berlin G. Myers Lumber of Summerville, SC was named Dealer of the Year, and Huttig Building Products was named Supplier of the Year.

Thanks Exhibitors, Sponsors and Dealers for your support of the Expo and the Association.
A Special Thanks To Our 2019 Grand Prize Sponsors:
Culpeper Wood Preservers • ECMD • Huttig Building Products • Sun Windows

Many Thanks To Our 2019 Expo Sponsors:

Thank You to Our 2019 LBM Expo Exhibitors
Atlantic Forklift Services
Averitt Express
Basys Processing
Blue Cross Blue Shield of SC
BlueLinx
BlueTarp Financial
BMSA Online Training
Boise Cascade
Brackett Brothers Corp.
Cameron Ashley Building Products
Carolina Atlantic Distributors
Center-Line Trailers
Crumpler Plastic Pipe
CT Darnell Construction/Sunbelt Rack
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Dealers Supply & Lumber
Diamond Hill Plywood
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Eastern Engineered Wood Products
EHOP Health
Federated Insurance
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Rick Johnson Insurance
Robbins Manufacturing (UFPI)
Roseburg Forest Products
Royal Building Products
Simpson Strong-Tie
Smith Millwork
Snively Forest Products
South-East Lumber
Sun Windows
TAMKO Building Products
Tampa International Forest Products
US Lumber
Viance
WM Coffman Resources
Weyerhaeuser Distribution
Woodford Plywood

All of your support is recognized and appreciated!

More Happy Expo Winners:
Brian Bland, Wendell Builders Supply – Angel’s Envy Bourbon from Norbord
Chris Poindexter, Poindexter Lumber – 43” Smart TV from Smith Millwork
Chuck Frazita, Queen City Lumber – Yeti Soft-Side Cooler from Culpeper Wood Preservers
Joel Turpin, Hoke Lumber – Coleman Cooler from Huttig Building Products
Kimberly Partridge, Talbert Building Supply – Denim Briefcase from Blue Cross Blue Shield of SC
Larry Adams, Robinson Builders Mart – Echo Dot Bundle from Kerridge
Phil Osborne, Smith Millwork - $100 Gift Card from BMSA
Scott Talbert, Talbert Building Supply – Yeti Cooler from Carolina Atlantic Distributors
Trent Wright, Diamond Hill Plywood - $100 Gift Card from BMSA

BMSA President Lynn Schwarz, Wes Coffee and Scott McCrall of Huttig Building Products, and BMSA Chairman Jim O’Brien. Huttig is BMSA’s 2019 Supplier of the Year.

For more Expo photos, go to page 6.
BMSA Member News

Huttig Building Products reported an 11.5% growth in sales for 2018. Huttig is a leading domestic distributor of millwork, building materials and wood products.

Jessica McGraw has joined Jennings Builders Supply as General Manager of the company’s Fletcher, NC store. JP Griffith joined Jennings as Sales Manager and is responsible for the sales team at all four Jennings locations.

Viance has appointed Barbara Stewart to Public Relations Manager, Aaron Sooter to Customer Service Manager and Dave Jones as National Account Manager/Environmental Health & Safety Specialist. Viance is a leading provider of wood treatment preservatives.

Welcome New Members!

BMSA is pleased to welcome the following Dealer Members:

Citizens Building Supply
Bluefield, WV
Tripper Thomas
304-327-6118
www.citizensbuildingsupply.com

Hardman Supply
Spencer, WV
Rebecca Taylor
304-927-4701
www.hardmans.com

BMSA is pleased to welcome the following Associate Members:

Atlantic Forklift Services
Charlotte, NC
Robert Scott
704-816-8960
www.atlanticforkliftservices.com

Brackett Brothers Corp.
Morganton, NC
Chad Brackett
828-584-0785
www.brackettbrothers.com

Metrie
Charlotte, NC
Daniel Baatz
704-504-9880
www.metrie.com

Patwin Plastics
Linden, NJ
Mike Staryak
908-486-6600
www.patwin.com

PrimeSource Building Products
Stokesdale, NC
Stephen Davis
336-689-4575
www.primesourcebp.com

Monthly Subscriptions Now Available for BMSA Members!

Only $59 Per Month!

Learn Anytime, Anywhere ... on the job or at home on your computer, tablet or mobile device.

Take advantage of this convenient and versatile education tool!

For more information:

www.BMSALMS.com or contact Robert Brooks at Robert@BSCILMS.com or 502-376-0405.

The BMSA office will be closed Friday, April 19 in observance of Good Friday.

Your BMSA Staff Wishes You & Yours a Happy Easter!

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

BUILDING A BETTER ASSOCIATION THROUGH COMMUNICATION
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.

Danny Wright – Berlin G. Myers Lumber 2019 Dealer of the Year

Tell us about your company.
Founded in 1939 by Berlin G. Myers Sr., Berlin G. Myers Lumber Corp. is a family-owned and operated full-service building materials dealer. For nearly 80 years we have strived to offer the Lowcountry of South Carolina the highest quality building materials, custom millwork and service.

What is your current role/responsibility at the company? I am the General Manager.

How and when did you become involved with your company? Berlin Myers Jr. and his family attend church with my family at Bethany United Methodist Church in Summerville, SC. I had just moved back to Summerville after a year of working in Myrtle Beach and while at church one day my father told me that “Berlin would hire me until I figured out what I wanted to do.” I interviewed with the Myers’ family a few days later in January of 2005 and was hired by Mr. Myers on January 31, 2005. I spent my first day stocking bins in the yard, sweeping, emptying trashcans and learning what it meant to be a part of one of the cleanest and best organized lumberyards in America.

What do you like most about your job? What do you like least? I enjoy seeing others learn and succeed. When a customer and/or vendor recognizes one of our team members for a great job they have done or mentions that the lumberyard is still as clean as it was when Mr. Myers was around, that makes me proud to be a part of our team and its manager.

The part I like least would be disappointing or falling short of our customers’ expectations. We strive to be the best we can be each day and go above and beyond the typical call of duty, which is part of our corporate culture. When a customer feels that we have not lived up to these standards we of course do all we can to make it right, but the fact that their expectations were not met the first time is the part of my job that I like least.

Where are you from? Where did you grow up and go to school? I was born in North Charleston, SC and moved to Summerville, SC when I was 10. I attended Summerville High School and played football for the legendary John McKissick, then attended the University of South Carolina.

What are your favorite books and movies? Favorite book is probably Just Like Jesus by Max Lucado. My favorite movie would be one of the Oceans 11 series.

What are you reading now? I am reading The Goal by Eliyahu M. Goldratt and Jeff Cox.

What are you most proud of? My Family. My wife and I both work 50+ hours a week in our jobs, but still make our family the priority.

How would you like to be remembered? I would like to be remembered as a man of integrity who loved God and His Family.

What’s the one thing about you few people know? I was the President of my Fraternity while at the University of South Carolina.

What are your pet peeves (in other words, the things that bug you the most)? I am a man of routine and order, so misplacing objects and also the phrase “That’s not my job.”

Tell us about your family? My beautiful wife Jennifer and I just celebrated 13 years of marriage and we have twin 5-year-old girls, Anna Louise and Grace.

What is your favorite vacation location and why? My answer today would be Costa Rica. We vacationed there a few years ago with a group of friends and had a wonderful time, including catching 28 sailfish in one day.

What is your favorite way to unwind after a hard day? In my chair with my two girls in my lap reading a book to them or watching a movie or fishing at my wife’s family pond.

Based on what you’ve learned in your career, what advice would you give a young person entering the building products industry today? The knowledge that there is a career for young people in our industry, if you are willing to: work, continually learn, possibly get dirty, sweat occasionally, have an open mind, and a willingness to do what is needed.

What does belonging to BMSA mean to you? How have you & your company benefitted from membership in BMSA? Berlin G. Myers Lumber Corp. has been a part of BMSA and the organizations that have merged to form BMSA for decades. Membership in our association has and continues to greatly influence how we run our business. The ideas and knowledge we receive from our education programs and roundtables allow us to learn from our peers and receive constructive criticism on areas where we can be better. The friendships and bonds that we have created with our vendors and fellow dealers surpass just a business relationship, but are now on a more personal level where we recognize each others’ birthdays, anniversaries, and even our kids’ and spouses’ birthdays and achievements.

From a personal perspective, BMSA has been an integral part of my journey in the building materials industry. I have been a member of the board twice, attended many educational and trade show events, toured a number of different members’ and associated members’ facilities and formed countless friendships. Because of our association I have had the opportunity to shadow a number of our fellow dealers at their locations where I have learned and grown professionally and personally. If you are willing to become a part of BMSA and find other dealers that are similar to you, you very rarely have to “reinvent the wheel” when you are trying to solve a problem, source a product, or have a new idea that you want others’ thoughts and opinions on. All you have to do is pick up the phone, send an email, or go visit a few of our members and you will find sincere people who are willing to help, share stories of their experiences, provide information, and give you guidance to help you be successful.

Building A Better Association Through Communication
Tell us about your company. As part of one of America’s largest wholesale distributors of specialty building products and millwork for light commercial, residential construction and remodeling, Huttig® Rocky Mount makes it easy for our customers to thrive in an ever-changing industry.

With a vast selection of some of the industry’s top building products and millwork—including doors, windows, columns, decking, fasteners, house wrap and more—we provide our dealers with top-of-the-line products from the best supplier brands in the country. And then we provide the services they need to make their business a success.

What is your current role/responsibility at the company? I am proud to serve our customers and team members as the general manager of our Rocky Mount, NC location.

How and when did you become involved with your company? I joined Huttig in 2013 with my assignment to the Rocky Mount, NC location.

What do you like most about your job? What do you like least? First would be growing business with true dealer partners. Some customers are great customers; but there are some true business partners out there. My least favorite thing would be the re-occurring job functions that keep me from accomplishing things that are more important.

Where are you from? Where did you grow up and go to school? I grew up in Northwest Arkansas and went to school at the University of Arkansas in Fayetteville.

What are your favorite books and movies? I have always enjoyed reading and I am an avid fan of Tom Clancy, Michael Crichton, John Grisham and Tony Hillerman.

What are you reading now? Charles Johnson Longmire novels. So, you may notice I read to escape. But I also highly recommend the works of Stephen Covey, Sean Covey, Chris McChesney and Jim Huling co-authored a great book; everyone should read The 4 Disciplines of Execution.

What are you most proud of? Most importantly is obviously my wife and kids. They have done very well and always have made me proud. This is despite the fact that I have always worked long hours and was not always there for them when they were younger. The other thing that warms my heart is getting calls from people that I have worked with over the years and hearing about their success and career growth. It is gratifying to believe I have been even a small part of that.

How would you like to be remembered? Better than the impatient, demanding person I truly am.

What’s the one thing about you few people know? I am so thankful to have grown up as I did. My family and one of my closest friend’s family have always been involved in the cattle industry, so I was convinced when I was young that I was a real cowboy. Rodeos, raising horses and all the things you get to do and learn from that exposure was amazing. It teaches you so much about hard work and practical knowledge of getting things done. Most people do not get that opportunity.

What are your pet peeves (in other words, the things that bug you the most)? People who confuse hard work with accomplishment. You can work very hard and not accomplish your goals. The growing socialist viewpoints of more and more of our population and our millennials. Some people credit Winston Churchill for the quote: “If You Are Not a Liberal at 25, You Have No Heart. If You Are Not a Conservative at 35, You Have No Brain.”

Tell us about your family? Kathryn and I will have been married for 35 years this coming June. We have three children: Seth who works in the medical supply industry and lives in the Little Rock area with our daughter-in-law Kari. Ethan works in the oil and gas industry and lives in North Dakota. He and his wife Tiffany recently gave us our first grandchild. Our daughter Sarah is a student at North Carolina State University majoring in psychology.

If you have pets, tell us about them? We have always embraced pets in our home with a compulsion. Kathryn is beyond being a dog lover. We have a 10-pound Yorkie named Zoey who rules the house. We also have Sarah’s dog Junior who is a 120-pound Great Pyrenees/Akita mix. Sadly we just lost a pair of lab brothers, Jock and Bo, who were my lifelong hunting partners. They both had a great run to 13 years old. Oh ….I believe there may be a cat in the house as well.

What is your favorite vacation location and why? I have traveled and seen a lot of places. But a standout place for me, that some of my Huttig family introduced me to, is Portsmouth Island, NC. Every year I get to go with a group for three or four days to fish, camp and have a great time. It is a beautiful place.

What is your favorite way to unwind after a hard day? I enjoy sitting on the back porch behind my shop with a cigar and my dogs. I don’t always get to hide back there as long as I’d like.

Based on what you’ve learned in your career, what advice would you give a young person entering the building products industry today? Learn to appreciate and even cherish the people you get to work with. It is a small world and our industry is filled with tremendous people. Don’t let the highs get you too high because you cannot let the lows get you too low.

What does belonging to BMSA mean to you? How have you & your company benefited from membership in BMSA? The relationships with fellow members truly fosters friendships and business partners. Our association brings us together. It is a good bet that if you and your organization are challenged by any issue, others are as well. It is great to know that and learn from other members.
Building a Better Association through Communication

Carter Johnson and Tom Fletcher, Cleveland Lumber.

BMSA President Lynn Schwarz addresses the crowd.

"I won!" Phil Osborne, Smith Millwork.

43 people from 21 lumberyards in 7 states attended the 2-day estimating class.

"The most impressive part for me was how good and worthwhile the educational sessions were."

"A three-year prospect walked up to me at the BMSA show and said that he's finally ready to talk."

2019 Expo Photos

Busy on the show floor.

Mark Chambers, BlueLinx, and Chris Yerrick, Smith-Phillips Building Supply, participated in the Dealer/Vender Relationships Panel.

Bruce Shelton, Capps Home Building Center.

Carter Johnson and Tom Fletcher, Cleveland Lumber.

Gary Davis, Harbin Lumber, asks Dr. Robert Dietz a question following his presentation.

Capen Bryant, ECMD, and Rob Powell of Smith-Phillips Building Supply.

Brian Johnson, Eastern Engineered Wood Products.

Hunter Edwards, Lamberth Building Materials and Dan Talbert, Talbert Building Supply.

Melissa Lewis, Basys Processing.

Mike Staryak, Patwin Plastics.

A full house at our education sessions.
OSHA Requires Onsite First Responder…. Really?

In some instances, the answer is yes. Let’s break this down and see what the truth is:

**OSHA First Aid Standard**

The OSHA First Aid Standard for General Industry (29 CFR 1910.151) requires trained first-aid providers at all workplaces of any size if there is no “infirmary, clinic, or hospital in near proximity to the workplace which is used for the treatment of all injured employees.” How do they define “near proximity”? In a letter of clarification referenced below, OSHA indicates help should be 3-4 minutes away.

So….if you’re more than 4 minutes from Emergency Medical Service (EMS), you don’t need to employ a doctor but you need a first aid kit and will need to designate and train someone as an onsite first responder.

**OSHA Bloodbourne Pathogen Standard**

We must assume that anyone who is designated as a first responder in a lumber yard is at risk of being exposed to blood. The bloodborne pathogens standard (29 CFR 1910.1030(g)(2)) requires employers to provide training to any employees who have occupational exposure to blood or other potentially infectious materials, such as employees assigned medical or first aid duties by their employers.

If you have a designated first responder, you must follow the bloodborne pathogen standard and have them vaccinated, at company expense, against Hepatitis B.

Employees who perform “Good Samaritan” acts are not covered by this standard, although OSHA would encourage an employer to offer follow-up procedures to an employee who experiences an exposure incident as the result of performing a “Good Samaritan” act. The key to this issue is not whether employees have been trained in first aid, but whether they are also designated as responsible for rendering medical assistance. While many workers may be trained in first aid and CPR, not all of these employees would necessarily be designated to render first aid.

**Compliance Flow Chart:**

- **Is EMS response time greater than 4 minutes?**
  - Yes
  - **You MUST have a designated First Responder**
    - Trained in CPR/First Aid
    - Hep B Vaccine
  - **No First Responder needed**
- No

Do you find yourself in need of a First Responder? No need to panic! BMSA’s Safety Specialist Barb Strickland is trained to teach the American Red Cross First Aid/CPR/AED class and will come to your site to teach a first-timer’s class or the fast-track renewal class.

**Call Barb at the BMSA office for more detailed information:**

(800) 849-1503.

**Sources:**


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**2019 Calendar of Events**

- **April 7-9:** Roundtable # 1, Charlotte, NC
- **April 15-16:** 2-Day Estimating Seminar, Grove City, OH
- **April 17:** Advanced Estimating Seminar, Grove City, OH
- **April 25-26:** Operations Manager Roundtable B, North Charleston, SC
- **May 1-3:** Roundtable # 7, Richmond, VA
- **July 25-28:** BMSA’s Summer Conference, Myrtle Beach, SC

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It’s not your Ordinary Trade Show, it’s a Family Affair!

**2019 SUMMER CONFERENCE**

*Education • Exhibits • Family Fun*

July 25-28, Doubletree Resort, Myrtle Beach, SC

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BUILDING A BETTER ASSOCIATION THROUGH COMMUNICATION
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