

# Mountain States Lumber and Building Material Dealers Association • Serving You & Our Industry Since 1891

The Mountain States Lumber and Building Material Dealers Association's history is the story of 120 years of independent lumber and building material dealers throughout our six-state region of AZ, CO, NM, UT, WY and southeastern ID. As with the family businesses that have made up this organization through the years, the integrity, stability, vision, and leadership that has passed from generation to generation is what has taken us from 1891 to 2011, and is what will allow us to stand the test of time.

We are a diverse group of small and large, rural and urban, single and multiple operations who understand that in being part of an association they are stronger. Together we have seen good times and bad, have shared in each other's success, and helped each other through challenging and difficult times.

***Although the world has changed greatly since 1891, with vast advances in technology, communication, delivery systems, and products, our members today still face many of the same basic issues of their forefathers - how to survive and thrive in a rapidly-changing world that brings with it new challenges every day.*** In an industry that has faced the challenges of rapid change, the Mountain States Lumber and Building Material Dealers Association honors and pays tribute to its long and colorful past as we look forward with pride to a bright and rewarding future.

It is, however, our belief that although the industry may look very different in years to come, the integrity, honor, dedication, and leadership that is our legacy will carry us well into the future. -- Geri Adams, MSLBMDA Executive Vice President



## Products & Services To Help You Prosper

- **Legislative Representation on Local and Federal Issues**
- **Opportunities for Networking and Building Strong Industry Relationships**
- **Industry Specific Education and Training**
  - Training Center is an online training, testing and performance tracking system. Powered by **ComplyAbility®**. Members are provided with a "Basic" Comply Ability System as a benefit of your membership. [www.complyability.com](http://www.complyability.com)
  - Estimating Workshops, Yard Foreman Seminar, Customer Service Programs....
  - Installed Sales Program, Forklift Safety, HR Related Programs....
  - Product Knowledge Seminars, Webinars, Benchmarking Seminars, Lien Law, Financial Sessions on various topics, & so much more....
- **Annual Fall Conference and Spring Products Expo**
- **A/R solutions and collections through AmerAssist. [www.amerassist.com](http://www.amerassist.com)**
- **Property/Casualty, Work Comp, & other Insurance through Federated Insurance**
- **Management Reports & Surveys - Compensation & Benefits, Cost of Doing Business....**
- **Lumber & Building Material Reference Manuals - also in Spanish**
- **Business Forms & Advertising Specialty Products**
  - Computer Invoices, Statements, Checks, Envelopes and more!
  - Imprinted Carpenter Pencils, Regular Pencils, and Pens
  - Danger Flags, Nail Aprons, Paint Sticks, Ball Caps, Shirts, Jackets, and Apparel
  - Calendars, Construction Calculators and more!
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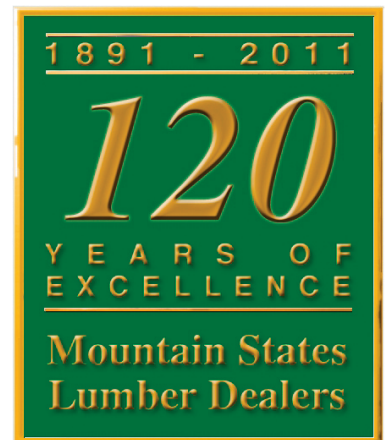
## Products & Services To Help You Prosper...

- Directory and Product Guide
- MSLBMDA's Coop Credit Card Program (TriSource Solutions & Merchant Services)
- Construction Spanish to English, English to Spanish Handbooks
- Two by Four Newsletter
- Power Ladders
- Local Representation & Community Involvement through our State Councils
- Participation in the Annual Teacher Tour Program
- Golf Tournaments & Social Events
- Opportunities to serve the Industry & the Association - Board & Council Service

## MSLBMDA Officers & Directors • Leadership, Vision, Dedication...

### 2011 Officers and Directors

President & Treasurer, Dena Cordova • Foxworth Galbraith Lumber, Colo. Springs, CO  
President Elect & Dir for UT, Dennis Gardner • ProBuild, Midvale, UT  
Imm. Past President, Bryan Hutchison • Hutchison Lumber Company, Pine, CO  
Secretary & Dir for NM, Paula Ervin • Randall Lumber & Hardware, Taos, NM  
National Director & Dir for CO, Scott Yates • Denver Lumber Company, Denver, CO  
Dir for AZ & National Alternate, Walter Foxworth • Foxworth Galbraith Lumber, Dallas, TX  
Dir for CO, Richard Goodman, Harbert Lumber Company, Grand Junction, CO  
Dir for CO, Dan Lowe, Alpine Lumber Company, Parker, CO  
Dir for ID, Steve Ker • Max Ker & Son Lumber, Idaho Falls, ID  
Dir for WY, John Martin • AD Martin Lumber • Riverton, WY  
Associate Director, Mike Kimrey • Capital Lumber, Denver, CO  
Associate Director, Dan Merciez • Boise Cascade, Denver, CO



Given the vast scope of our geography, it has been a goal of the MSLBMDA, most particularly over the past 4 years, to develop strong State Councils to help us meet the needs of our members in each of our six states. These Councils and their volunteer leaders help us develop local programs and activities, monitor state legislative issues and mandates, bring education and training to each region, and help determine where the MSLBMDA can be utilized in community projects around our region. All Council Chairmen and Past Presidents of the MSLBMDA are Ex-Officio members of the Board.

## If You Are Currently a Member of the MSLBMDA We Thank YOU! To Learn More About How You Can Become A Member...

Please visit our website at [www.mslbmda.org](http://www.mslbmda.org) or give us a call at 303-793-0859 or Toll Free 800-365-0919!

### RETAIL LUMBER DEALER

Dues are based on the previous years sales volume. If you represent more than one location you may figure dues on a combined volume with a \$5,000 maximum cap.

Over \$100,000,001 in sales	\$5000
\$50,000,001 to \$100 million	\$3500
\$25,000,001 to \$50 million	\$2500
\$10,000,001 to \$25 million	\$1250
\$5,000,001 to \$10 million	\$1000
\$2,500,001 to \$5 million	\$875
\$1,000,001 to \$2.5 million	\$750
\$750,001 to \$1 million	\$650
\$400,001 to \$750,000	\$575
Under \$400,000 in sales	\$500

### ASSOCIATES / SUPPLIER

Dues are based on the number of employees actively working or dependent upon business related to the retail lumber and building materials industry in the mountain states region. Each location should be figured on an individual basis with a \$5,000 maximum cap.

Over 51 employees	\$1000
26 to 50 employees	\$750
16 to 25 employees	\$650
8 to 15 employees	\$550
1 to 7 employees	\$450

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Isn't It Time To Support The Industry  
That Supports You? Thank You So Much!