

## What Can The Association Do For You? Why Should You Join?

The Mountain States Lumber and Building Material Dealers' Association is an established trade association representing the states of Arizona, Colorado, Southeastern Idaho, New Mexico, Utah and Wyoming. It is the goal of the Association to support our members by providing products and services, including education and training, that will enhance their businesses and help them grow and prosper.

Any firm meeting our guidelines and regularly engaged in the retail lumber and building business, maintaining an adequate and permanent office, storage yard and warehouse kept open during regular business hours, with such handling facilities and sales service as are commensurate with the nature of the business is invited to become a retail member of the association. Those companies who manufacture and/or provide materials or services to retail dealers and who meet the guidelines of our Bylaws are also invited to join as Associate Supplier Members.

Our members benefit tremendously through contact with peers and other industry leaders. As a member you will have access to valuable reports, informative surveys and information designed to guide you in managing your business by keeping you in touch with the latest thinking and advances in the industry.

And, frankly...we need you to make an impact in this industry!

## Who Is Working On Your Behalf?



The MSLBMDA Board of Directors, Committee members and professional Staff are working hard to manage the MSLBMDA and build a strong organization in which you will take pride. The Board is comprised of no more than 14 Directors chosen from our Retail Dealer membership throughout the region, with 2 Directors chosen from our Associate Supplier membership.

As a member driven Association, the MSLBMDA team relies on member leadership, effectiveness and the desire to improve and provide our members with quality services and products. The Board of Directors provides the leadership necessary to meet the challenges of an ever-changing industry. To better serve our membership, there are committees chaired by Board Members and other member volunteers. We truly appreciate the time and dedication they give toward establishing and maintaining a stable future for the MSLBMDA.

The MSLBMDA Staff is responsible for carrying out Board decisions and actions and is accountable not only to the Board but to our members. The staff coordinates all activities and services for our members and are pleased to assist you in any way. They value and encourage your input.

You can reach the association at (303) 793-0859 or (800) 365-0919. You can email us at [mslbmda@idcomm.com](mailto:mslbmda@idcomm.com) or visit our website at [www.mslbmda.org](http://www.mslbmda.org).



## Why You Should Be a Member of Mountain States Lumber & Building Material Dealers' Association



**A Member Driven Association Serving The Lumber And Building Material Industry Since 1891**

*"Every man owes a part of his time and money to the business or industry in which he is engaged. No Man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere."*

*Theodore Roosevelt*

## Application for Membership:

### RETAIL LUMBER DEALERS

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 / SUPPLIERS

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

Company

Contact Title

Physical Location / UPS Address

Mailing Address / PO Box

City, State, Zip

Phone Toll Free / Second Phone

Fax E Mail Address

Please make check payable to "MSLBMDA" and return to:

MSLBMDA  
9034 E. Easter Place #103  
Centennial, CO 80112-2104

Phone: 303/793-0859 • 800/365-0919 Fax: 303/290-9137  
mslbmda@idcomm.com • www.mslbmda.org

## Products and

### • Education and Training

Seminars and Training Sessions are held throughout our region to meet your needs. Courses on Compliance, Lumber Estimating, Blueprint Reading, Yard Foreman Operations, Selling Skills, Finances, and other timely training opportunities are available each year to our members. Training, compliance, reference manuals, correspondence courses, video and audio tapes, and other educational tools are also available to you.

### • Legislative Activity and National Membership

As a member of the MSLBMDA, you are also a member of the National Lumber and Building Material Dealers' Association. In addition to the continuous lobbying efforts provided, *you* become a part of a growing national legislative network that gives us collective political strength on issues directly impacting our industry on both federal and local levels.

### • Products Expo and Buying Show

This premiere industry event is held each spring in Denver and brings together retailers, contractors, suppliers, engineers and architects from throughout the region for two days of buying, introduction of new products and services, educational opportunities and fellowship with industry peers.

### • Surveys and Industry Reports

Management reports and surveys are designed to enhance your business, provide you with industry statistics, and give you a competitive edge.

### • Publications

The Two by Four newsletter is printed eight times a year and provides important industry information and association news to members. There are advertising opportunities available that give you added recognition and visibility.

## Services to

### • Property and Casualty Safety Group

Property, Casualty, Work Comp and other business insurances are available through our industry partners at Federated Insurance. In addition, you can participate in the Association Safety Pool which may entitle you to dividends and will save you money.

### • Regulatory Compliance

One of the most complex issues facing business owners today is the continuing challenge of getting, and staying in compliance with the regulatory requirements that impact day-to-day operations. The MSLBMDA is working hard to keep you informed of the issues that impact your business, and to provide you with the tools you will need.

### • Management Conference

Our fall conference brings together owners, managers, upper level and key employees for a mix of quality education and training and social activities.

### • Regional Meetings and Golf Tournaments

Golf tournaments and informal social and educational meetings are held yearly throughout the region to promote fellowship and interaction between all sectors of the industry. Great fun!

### • Business Forms and Specialty Products

Members receive discounted prices on business and computer forms and supplies, sometimes saving them as much as 50%! Specialty products such as carpenter pencils, danger flags, hats, calendars, and more are also available.

### • Community Outreach

We strive to make a positive difference in the community through programs like Urban Peak, Easter Seals, and others.

## Assist You:

### • Directory and Buyers Guide

A comprehensive listing of the retailers in our region. Includes listings of suppliers and an extensive product directory. Listings included key contacts, address, phone, fax, email, website and other pertinent information.

### • And More...

If you have any questions or would like additional information on the MSLBMDA, please feel free to contact us:

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Centennial, CO 80112-2104  
mslbmda@idcomm.com  
www.mslbmda.org

### Mission Statement

*To actively serve the building material dealers in the Mountain States Region by providing forums for communication and interaction, tools and services to assist in meeting members' goals and objectives.*

### Vision Statement

*To be the trade organization of choice for the lumber and building material dealers in the Mountain States Region.*