

EBMDA Welcomes Wendy Loranzo New Executive Director

On April 11, 2005 the Search Committee selected Wendy Loranzo as Executive Director of the Eastern Building Material Dealers Association. Wendy comes to the association with a background in association management and previously was an executive director for the PA Association of Convention and Visitors Bureaus. She also was director of education/conference planner for the Professional Insurance Agents of PA, MD and DE and the PA League of Cities and Municipalities. Wendy also has a background in hotel/hospitality management and most recently worked for Hershey Entertainment and Resorts Company. In addition to running the day-to-day operations of EBMDA, Wendy will be charged with soliciting new members, expanding on current programs, and looking for new opportunities for EBMDA and it's members.

For more information about Wendy, go to page 2. *Message from the Executive Director.*

Lumber Tech Seminars a Success!!!

3-Day Basic Material Estimating – April 18-20, 2005

1-Day Advanced Estimating – April 21, 2005

The 3-day Basic Materials Estimating Training was held on April 18-20, 2005. Interest was so great that EBMDA had to limit attendance. The participants were instructed and practiced taking off a material list of items usually included in an estimate made by a lumberyard or building materials center. Fred Bradbury from U.L. Harman stated "...very informative, and gives you the opportunity to effectively and confidently give an estimate." Students also worked on key information such as outside wall perimeter, inside wall lengths of different heights and weights, floor areas, roof areas, gable end areas and more.

The 1-Day Advanced Estimating Seminar was held on April 21, 2005. There were 7 registrants and 11 attendees. Four students from the 3-day seminar felt the Advance Seminar would be increasingly helpful, so they stayed on for the additional day. This seminar was designed to assist the estimator or outside salesperson/estimator who wanted shortcuts and instruction in more complicated house layouts.

Keith Kluis has conducted seminars on these subjects for over

20 years. He has been a draftsman, estimator and manager of a building materials store, as well as a classroom instructor in these subjects. "Keith is a very knowledgeable man. I don't think there is anything in our field that he has not encountered or has no answer for." Stated Michael Gray from Mackie's Home Center.

EBMDA may hold another Lumber Tech Seminar this fall.



Message from the Executive Director



Summer, 2005 is upon us! I hope this newsletter finds you well and your business experiencing a successful year. As you know, EBMDA has gone through several major changes recently including the agreement with Wanner Associates to house and manage the association and my appointment as Executive Director. I have been welcomed by so many of the members and I look forward to getting out and meeting those I have not yet met.

Please remember that the office is now located at 908 N. Second Street, Harrisburg, PA 17102 and the office at the Rossmoyne Business Center will no longer be occupied. In addition, the former office/building in Media, PA has been sold. You can still reach us at 1-800-296-3278.

My job is to run your association and although I have extensive experience in association management, your industry is new to me. I will be looking to you, the members, to help in my orientation process and ongoing education about the challenges your industry faces and what EBMDA can do to help you succeed. As I noted in a recent mailing, *your input and communication is encouraged and vital to me and I welcome your involvement and look forward to hearing your ideas and suggestions.*

We are in the midst of planning some exciting events and programs in the months to come so watch for additional information. Please do not hesitate to contact me or MaryEllen Parmer, Managing Director, regarding any questions, comments or concerns at any time.

Sincerely,

A handwritten signature in black ink that reads "Wendy A. Loranzo". The signature is fluid and cursive.

Wendy A. Loranzo
Executive Director

Interested in advertising in *The Eastern Family News*? Want to share some news with other EBMDA members?

EBMDA Upcoming Newsletter Article/Advertisement Submission Deadlines...

August 2005 Newsletter, submit articles no later than July 15th.

October Newsletter, submit articles no later than September 9th.

December Newsletter, submit articles no later than November 18th.

For more information please contact MaryEllen Parmer, EBMDA, 717-441-6045 (800-296-3278) or maryellen@wannerassoc.com

National News Corner



Nation's Building Material Dealers Seek Affordable Health Coverage

NLBMDA Urges Senate to Pass Association Health Plan Legislation

[Washington, DC]— The National Lumber and Building Material Dealers Association (NLBMDA) provided testimony to the Senate Committee on Small Business and Entrepreneurship today regarding affordable health care for small businesses. NLBMDA believes that an alternative to today's costly health care system must be found to ensure the success of America's small businesses, including the many small businesses in the lumber and building material industry.

The challenge of providing health care coverage, as costs continue to drastically increase, is a significant factor in the building material industry. A typical small dealer has an average profit margin of less than three percent. "Expenditures on health insurance are the single highest operating expense behind salaries and payroll taxes and have increased as a percentage of operating costs each of the past five years," stated NLBMDA President Shawn Conrad. "A company operating at such low profit margins acutely feels even a modest increase in the costs of health insurance," he continued.

Establishing an Association Health Plan would provide small businesses the option of banding together to purchase health care coverage through their trade association, giving small businesses access to the quality of coverage currently available to large corporations and labor unions.

NLBMDA's comment to the committee outlined the importance of Association Health Plans to both the building material industry and small business owners as a whole. Many owners face difficulties recruiting and retaining quality employees because of the benefits they provide. The increasing cost of health coverage has a direct effect on a business' profitability and long-term growth as well as the economic stability of the United States.

NLBMDA is encouraged by the recent attention the Senate has given to this legislation that will increase the viability of its members and other small businesses. In addition to the Small Business Committee hearing, the Senate Health, Education, Labor and Pensions Committee will conduct a hearing tomorrow on Association Health Plan legislation. NLBMDA commends Chairpersons Olympia Snowe (R-ME) and Mike Enzi (R-WY) for their strong leadership in ensuring that the Senate move forward to implement solutions for small business owners and their employees.

###

The National Lumber and Building Material Dealers Association represents more than 8,000 lumber and building material companies with over 500,000 employees, 20 state and regional associations and the industry's leading manufacturers and service providers. NLBMDA's member companies are the suppliers of builders in every state across the U.S.

For more information contact:

Colleen Rocha Levine, Director, Legislative Affairs
(202) 547-2230, colleen@dealer.org
NLBMDA, 40 Ivy Street, SE, Washington, DC 20003
800.634.8645, 202.547.2230, fax 202.547.7640
www.dealer.org

FROM THE CHAIR

Exciting things are happening in 2005.

Our September business meeting in Baltimore at the Inner Harbor will be the first event planned by the new staff. Come meet them and take full advantage of their professional meeting planning skills. They have some great events and educational opportunities planned for all of you.

The Golf games will take place on Wednesday afternoon. Wednesday evening will feature a hospitality hour with dinner on your own. There are so many great places to visit and eat at the Inner Harbor and we have set aside time for you to take advantage of them.

The Retirement trust will meet on Thursday morning. We encourage all of you who participate in the ERT to attend this meeting and watch how diligently your trustees work in making the best possible investment of your hard earned monies. Our third party administrator, Turning Point Associates and the folks from SEI are always on hand to answer your questions. You will see why ERT is one of the best in the market when you attend this meeting.

The annual meeting will take place over lunch. Come out, support your leadership and see how your dues monies are being invested to grow your business. We also want you to meet the new staff and hear about the things they are doing to make EBMDA an association that is a "must belong" for your company.

Thursday afternoon promises some great education for business owners. We are looking at legal and insurance expertise to help you be more successful in your independent lumber yards. You will get more details as they are finalized.

Our Thursday evening event promises to be an EVENT. We will be having dinner at the National Aquarium. This is a special opportunity for you to have a great evening and to network with your peers. Don't be left out.

The Executive committee and the full board will meet on Friday morning. These meeting are open to the membership and we would love to have you attend. I believe EBMDA is a great investment for your dues money. But don't take my word for it – come and check it out. You'll be glad you did.

God bless you and keep you,
Alta M Miller, Chairman EBMDA



History of Softwood Plywood Industry's First 50 Years Reprinted by APA

The Plywood Age, a history of the softwood plywood industry's first 50 years, has been republished in a plywood industry centennial edition by APA—The Engineered Wood Association.

The 175-page hardbound volume, published originally in 1955, covers the fascinating rise of the western plywood industry, from its beginning in the St. Johns district of Portland, Ore., up through 1955, when the industry blossomed under the post-war housing boom.

The book recounts the key individuals and companies, technology innovations, marketing programs, and other milestone events and developments during the industry's first half century.

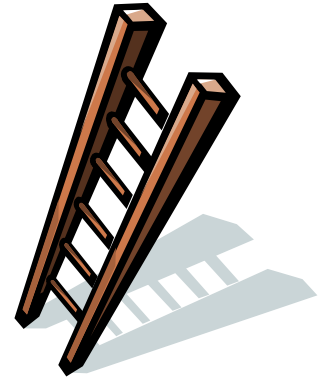
The 1955 edition was published by APA's predecessor, the Douglas Fir Plywood Association, which was founded in Tacoma, Wash. in 1933. The new edition, published in recognition of the industry's 100th anniversary this year, includes a new foreword by William T. Robison, retired president of APA and acting secretary of the Plywood Pioneers Association.

The Plywood Age is available for \$30 per copy. To order, contact APA Publications at 253-620-7407. The book also can be ordered online at www.apawood.org. Sale proceeds are being donated to the Plywood Pioneers Association in support of its scholarship and historical publication programs. For more information about the Pioneers Association, call 253-620-7231.

Health & Safety

Raise Awareness About Ladder Safety*

Working on ladders is hazardous. According to Bureau of Labor Statistics data, falls from ladders account for nearly 24,000 injuries and over 100 deaths each year in private industry. However, you can help prevent injuries and fatalities at your workplace by training your employees in how to properly select, inspect, use, and maintain ladders.



Selection

When choosing a portable ladder, have employees consider:

- Type (step ladder, straight, or extension ladders)
- Length (convenient height without reaching);
- Strength (determine the weight and stress the ladder has to bear)
- Material (wood is nonconductive, heavy, and rots; metal is light, weather-resistant, but conducts electricity; and fiberglass is light, long-lasting, nonconductive, and has good traction).

Inspection

Require your employees to inspect all ladders before using them. Have them look for loose, broken, or missing parts, slippery rungs, skid-resistant features, movable parts, and ample oil on metal bearings. Don't allow employees to use damaged ladders. Instead, have them tag them and have the ladders repaired or destroyed.

Safe Use

A few precautions for safe ladder use include the following:

- Do not use metal ladders near electrical lines
- Set the ladder on a firm, solid surface;
- Face the ladder and use both hands to grip the side rails when climbing or descending;
- Do not stand on the top two steps of a step ladder or the top four rungs of a straight ladder; and
- Don't tie ladders together;
- Place a straight or extension ladder at an angle so that the ladder's base is one foot out for every four feet of ladder working length (support point to base);
- Don't carry tools up a ladder—hoist tools up to you or wear a toolbelt;
- If your belt buckle goes outside of the side rails, you are reaching too far. Reposition the ladder.

Care and Maintenance

Here are a few pointers on ladder care and maintenance you can share with employees:

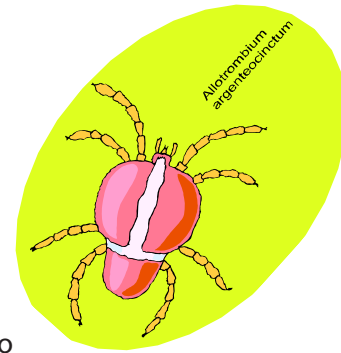
- Avoid makeshift portable ladder repairs;
- Always have a qualified person perform repairs; and
- Do not try to straighten or use a bent ladder;
- Store ladders in facilities with good ventilation, no tripping hazards, no nearby sources of heat or moisture, and a design that lends itself to safe withdrawal of any ladders you need.

Final words

Remember, preventing falls from ladders depends on proper ladder selection, inspection, use, and care and maintenance.

**Raise Awareness about Ladder Safety*© and used by permission, J. J. Keller & Associates, Inc., www.jjkeller.com

Health & Safety cont.



What is Lyme disease?*

Lyme disease is a bacterial disease spread by “deer ticks.” Within 1 to 2 weeks of being infected, people may have a “bull’s-eye” rash with fever, headache, and muscle or joint pain. Some people have Lyme disease and do not have any early symptoms. Other people have a fever and other “flu-like” symptoms without a rash.

After several days or weeks, the bacteria may spread throughout the body of an infected person. These people can get symptoms such as rashes in other parts of the body, pain that seems to move from joint to joint, and signs of inflammation of the heart or nerves. If the disease is not treated, a few patients can get additional symptoms, such as swelling and pain in major joints or mental changes, months after getting infected.

Can animals transmit Lyme disease?

Yes, but not directly. People get Lyme disease when they are bitten by ticks carrying the disease. Ticks that carry Lyme disease are very small and can be hard to see. These tiny ticks bite mice infected with Lyme disease and then bite people or other animals, such as dogs and horses, passing the disease to them.

How do employees protect themselves from Lyme disease?

- Whenever possible, they should avoid entering areas that are likely to be infested with ticks, particularly in spring and summer when nymphal ticks feed.
- If they are in an area with ticks, they should wear light-colored clothing so that ticks can be spotted more easily and removed before becoming attached.
- If they in an area with ticks, they should wear long-sleeved shirts, and tuck their pants into socks. They may also want to wear high rubber boots (since ticks are usually located close to the ground).
- Applying insect repellents containing DEET to clothes and exposed skin, and permethrin (which kills ticks on contact) to clothes, should also help reduce the risk of tick attachment. DEET can be used safely on children and adults but should be applied according to Environmental Protection Agency guidelines to reduce the possibility of toxicity.
- Since transmission of the disease from an infected tick is unlikely to occur before 36 hours of tick attachment, employees should check for ticks daily and remove them promptly. Embedded ticks should be removed by using fine-tipped tweezers. Cleanse the area with an antiseptic.

You can reduce the number of ticks around jobsites by removing leaf litter, and brush- and wood-piles around the project and at the edge of yards. By clearing trees and brush in yards, you can reduce the likelihood that deer, rodents, and ticks will live there.

How can you find more information about Lyme disease?

Learn more about Lyme disease, including answers to frequently asked questions, at CDC’s Lyme disease web site at http://www.cdc.gov/ncidod/diseases/submenu/sub_lyme.htm. This site also contains a map detailing the most prevalent areas for the lyme carrying tick.

**What is Lyme Disease?*© and used by permission, J. J. Keller & Associates, Inc., www.jjkeller.com



908 N. Second Street
Harrisburg, PA 17102
800-296-3278
fax: 717-236-2046
e-mail: office@ebmda.org

EBMDA Officers

Chairman of the Board, EBMDA

Alta Miller
Peachey Builders Inc.
Belleville, PA

Vice Chair of the Board, EBMDA

Randall Brunk
Peoples Supply Co., Inc.
Hyattsville, MD

Chairman Eastern Retirement Trust (ERT)

Charles Bowers
Bowers Lumber Co.
Woodsboro, MD

Chairman Eastern States Management Services (EMS)

Barry Scholtz
SSC Distributors
Chester, PA

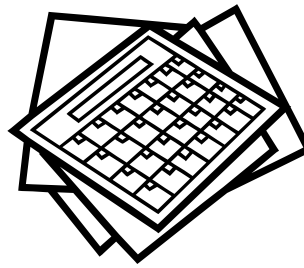
Chairman Middle Atlantic Risk Management (MARM)

Eugene Mackie
Mackie's Home Center Inc.
Cecilton, MD

Staff

Wendy A. Loranzo
Acting Executive Director

MaryEllen B. Parmer
Managing Director



Calendar of Meetings & Events

September 15, 2005

Educational Session
Baltimore, MD

September 15, 2005

EBMDA Annual Meeting
Baltimore, MD

September 16, 2005

EBMDA Board Meetings,
Baltimore, MD

September 29 - October 1, 2005

NLBMDA/Prosales Industry Summit
Pan Pacific Hotel
Vancouver, British Columbia,
Canada

December 1-2, 2005

EBMDA Board Meetings,
Harrisburg, PA

EBMDA would like to thank our sponsors for the April Board Meeting

R&Co.
Roehrs & Company, Inc.

SEI INVESTMENTS



Thank You!!!

Mark your calendar now

for Thursday, **September 15, 2005** for EBMDA's **Annual Membership Business Meeting** and **Luncheon** at the Hyatt Regency, in Baltimore, MD. Following the meeting/luncheon, an **educational workshop** will also be available.

Watch for more details!

EBMDA
908 N. Second Street
Harrisburg, PA 17102

Meaningful Membership Since 1892