

TESTIMONIAL'S

"Renewing membership in the KBMA is one of the easier decisions I make all year. The value of membership for our company easily exceeds the cost of dues. The insurance and credit card programs alone have the potential to save members significant amounts of money every year. Membership may be even more critical in the future as a hedge against the proposed rating increases for small businesses through the National Health Care reform acts. I would encourage any Building Material Dealer to find out how their Bottom Line can improve through membership in the KBMA."

John Congleton

Congleton Lumber Company, Lexington, KY

"The KBMA programs have helped us in several areas. We can order paper forms at a discount, purchase health insurance thru a large group and have our section 125 plan administered by professionals.

We also have been put in touch with Logan Lavelle Hunt Insurance Agency. Logan Lavelle has helped tremendously with obtaining affordable workmen's compensation, property coverage and general liability insurance.

We have saved money thru KBMA's plans. I would recommend looking into KBMA'S plans to see if they can save you money."

David G Stanford

Home Lumber Company, Hazard, KY

"KBMA is informative and supports our industry. I have employees that have received a scholarship through the Education Foundation. I also order my forms through the association. The savings more than covers the cost of annual dues."

Judith Davenport

Beaver Dam Building Supply, Beaver Dam, KY

TESTIMONIAL'S

While there are several direct financial benefits that can be realized through programs made available by membership in the KBMA, our participation in the association over the years has found value in other ways as well. The ability to have contact with successful fellow business owners and our suppliers in non-typical business settings provides the opportunity for learning, questioning, sharing, even venting steam, among the leaders and winners (and now survivors!) in our industry. The association offers resources through the office staff as well as through fellow members. Many times, after calling the association office, I have asked fellow dealers or associate members about an issue our company faces. More often than not, we find that someone in the association has valuable experience and knowledge.

The single most important advice I can give to any business debating the value of KBMA membership is that benefits flow back to a business in nearly direct proportion to the extent that a business participates in association activities or utilizes association resources. Become a director. Serve on a committee. Attend the annual convention. Use the educational opportunities throughout the year. Call the office with questions. Read the newsletter and follow up on issues of importance to your business. Five generations of us at Square Deal know that it works!

Bill Bucher

President

Square Deal Lumber Company, Glasgow, KY

"Stratton Lumber Company is a strong supporter of the goals and programs of the Kentucky Building Material Association. Our personal relationships with KBMA dealer members and vendor associates has greatly enhanced our position in the industry. We purchase from vendor members of our association at all times, whenever possible. KBMA is the one organization that supports our industry full time. A strong KBMA is our best opportunity to grow our segment of the economy."

Phil Herald

Stratton Lumber Company, Nicholasville, KY

Kentucky Building Materials Association

*Serving the
lumber and building materials
industry since 1906*

Kentucky Building Materials Association
201 Townepark Circle, Suite 100
Louisville, KY 40243
502.245.6730 or 800.844.1774
Fax : 502.245.7283 Email: mail@kbma.net
www.kbma.net



ENDORSED INSURANCE PROGRAMS

- ◆ Workers Compensation Insurance and Property and Casualty Insurance:

Logan Lavelle Hunt

Buildings – Contents ~ Liability - Business Auto

Phone: (502) 499-6880

- ◆ Health Insurance:

*Anthem Blue Cross Blue Shield
through*

Wholesale Trade Trust

Agent: Logan Lavelle Hunt

Phone: (502) 499-6880

- ◆ **AFLAC** Agent: Olivia Bastin (877)519-2929 (1)

SCHOLARSHIP PROGRAM

- ◆ Offered by KLBMD Education Foundation
- ◆ Scholarships awarded at \$1,000 per student per year

BUILDING PRODUCTS RETAILERS ALLIANCE

- ◆ The BPRA is formed by member-owned trade associations representing companies in the building supply industry

DISCOUNTED PRODUCTS & SERVICES

- ◆ Credit Reports and Collections:
NACM South Central Region
- ◆ Human Resources Program
Joseph Spain, H.R. Consulting
- ◆ Travel Incentive Program:
Capitol Marketing Concepts
- ◆ Integrity Payment Systems:
Credit card processing
- ◆ Goldberg Simpson:
10% off services

LEGISLATIVE AND REGULATORY

- ◆ Federal and State Information and Bulletins
- ◆ *National Representation through NLBMDA*
- ◆ Representative designated to the State Board of Housing, Buildings and Construction, the group that oversees the state Building Code

PRODUCTS AND SERVICES AVAILABLE THROUGH KBMA MEMBERSHIP

PUBLICATIONS

- ◆ *The Buzz*, KBMA's newsletter, published monthly with upcoming events, management ideas, state and national industry news, and state and federal legislative and regulatory issues
- ◆ *Annual Membership Directory*, including listings of dealer and associate members with contact names and government contacts
- ◆ Issue updates from NLBMDA

CONVENTIONS AND OUTINGS

- ◆ Convention and Product Expo
- ◆ Summer Golf Outing

BUSINESS FORMS

- ◆ Continuous Computer Forms, customized to match your software
- ◆ Checks, computer and handwritten
- ◆ Stock Computer Paper
- ◆ Envelopes

BUSINESS ENHANCEMENT TOOLS

- ◆ Business Conditions Survey
- ◆ Cost of Doing Business Survey and results
- ◆ Salary and Benefits Survey

EDUCATION AND TRAINING

- ◆ Seminars: Estimating, Installed Sales, Yard Foreman, Human Resources, etc.
- ◆ Joint Satellite Training Seminars
- ◆ Dealer Roundtables
- ◆ Forklift Operator Training Program
- ◆ Lumber Reference Manual

PRODUCTS

- ◆ Powr Ladder and Hoist, Yard Signs, Traffic Flags
- ◆ Employment Posters, Nail Aprons

- ◆ Merchandising Aids: pens, pencils, hats, yardsticks, mugs, golf balls, tees, etc.

MEMBERSHIP IN THE NLBMDA

- ◆ Legislative Conference: Lobby with your industry's team. Meet with members of Congress in Washington, DC.
- ◆ Convention: Programs to help independent lumber dealers compete in today's market.
- ◆ The Forklift and You: Only training program on the market that meets OSHA's new requirements for job-specific training in the lumber industry.
- ◆ Government Affairs.
- ◆ Check www.dealer.org for NLBMDA news.

*We want to help individual
dealers not just survive
but thrive in an increasingly
competitive marketplace.*

The Kentucky Building Materials Association is the *full service* association for *full service* lumber and building material retailers and their suppliers.

KBMA will meet your needs and respond to your questions in the same professional way you serve your customers.

All members are encouraged to proudly display the association membership decal.

