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Building Strong Independent Dealers

Construction Suppliers Association 2008 Annual Report

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- Portfolio sample includes cover, page 3 and page 8.
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Strong Independent Dealers.

CSA Gets a New Look!

For a time, CSA's valuable programs and services had gone unnoticed by both potential and current members. One of 2008's biggest projects was developing materials that would not only benefit members' knowledge of the association, but also attract new dealers to the association.

A new logo and bold color scheme were chosen to represent the association's commitment to building strong independent dealers. With a re-designed website and armed with marketing materials for the first time ever, CSA is ready to promote and champion the business of independent supply dealers.



The new CSA website:
<http://www.gocsa.com>



The old logo appeared dated and was hard to read.



CONSTRUCTION
SUPPLIERS
ASSOCIATION

This crisp logo reflects a new professionalism in the association and is eye-catching.

CSA Welcomes New Members in 2008

Even during this tough time in the building supply and construction industries, CSA has continued to grow its membership. Our programs and services help support building suppliers through teaching bestbusiness practices, lobbying against costly legislation, offering low insurance premiums through our self-insured fund, and offering general advice to weather this troubled time.

We are proud to welcome the following members into the association:

Alabama Members: Gulf Treating, Inc. of Mobile; City Lumber of Huntsville.

Associate Members: Inglesby, Falligant, Home, Courington, & Chisholm, P.C. of Savannah, GA; Seljax International of Spruce Grove, Alberta, Canada; ADESA of Fairburn, GA; Building Material Consultants, LLC of Alpharetta, GA; McGregor Packaging of Tifton, GA; and Pennsylvania Lumbermens Mutual Insurance Company of Philadelphia, PA.

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Victories and Honors

Our Accomplishments in 2008

Lien Law Victories in both Alabama and Georgia

In 2007, the Court of Appeals in Madison County, Alabama, overturned a verdict regarding the position a building supplier would take in a construction-to-permanent loan situation. If this decision were left standing, the effect on building suppliers would have spelled disaster. CSA stepped in and funded this fight all the way to the Alabama Supreme Court...and emerged victorious! The Alabama Supreme Court sided with CSA and clarified that a lien claimant takes priority over subsequently recorded mortgages. Without the support of CSA and its members, this case would have ended with the Appeals Court verdict standing, and your lien rights effectively lost.

Building suppliers in Georgia also saw favorable changes to their state lien law. Georgia's construction lien bill, SB 374, was signed into law by Governor Sonny Perdue and will take effect on March 31, 2009. What started last year as a very troublesome effort by a Senator who had a widowed constituent in an unfortunate lien situation turned into a favorable situation for dealers. The bill upholds dealers' rights to lien property when payment for goods is not received, and it clears up several loose ends within the old law that will take some of the guesswork out of the process.

CSA will continue to fight for building suppliers' lien rights in 2009. We will continue to monitor the situation carefully, and if we discover a move underway to change the lien law, we will work diligently against any detrimental changes.

SIF Distributes One of its Largest Dividends

Despite reductions in premiums due to member staff reductions and business closure, CSA's Self-Insured fund is in healthy shape. In 2008, the CSA-SIF was able to distribute one of the largest dividends ever to members, totalling more than \$775,000. Looking ahead, the dividends for the next four years appear to be in good shape. Remember, dividends are paid four years after a particular year to ensure all claims are resolved.

Construction Suppliers Association

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