



A NEWSLETTER for the Professional Builder & Remodeler.

THE CONTRACTOR

AUGUST 2010

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VOLUME TWELVE NUMBER TWO

14 Locations at your service!

- Amery, WI
843 State Rd. 46 N
715-268-8161
- Hudson, WI
876 County Rd. U
715-386-2371
- Rice Lake, WI
2120 W Knapp St.
715-234-6932
- Big Lake, MN
14813 162nd Ave. SE
763-262-1440
- Hastings, MN
755 31st Street E
651-437-8555
- Milltown, WI
101 Industrial Ave.
715-825-3287
- River Falls, WI
188 County Rd. U
715-425-7245
- Stillwater, MN
2000 Tower Drive W
651-439-3518
- Kasson, MN
102 1st St. SW
507-634-2471
- Hayward, WI
15914 US Hwy 63
715-634-8941
- Red Wing, MN
170 Cannon Bottom Rd.
651-388-6741
- Spooner, WI
102 Pine St.
715-635-2199
- Webster, WI
7454 Elm St. W
715-866-4345
- Chippewa Falls, WI
500 E. Park Ave.
715-723-4716

Energy Efficient Windows & Doors Tax Credit Expires December 31, 2010

Let your customers know that there is still time to take advantage of the Federal tax credit for energy efficient windows and doors. Eligibility expires December 31, 2010. The structure must be an existing home (or principal residence). New construction and rentals do not qualify. The tax credit amounts to 30% of the cost, up to \$1,500. To learn how to apply, visit www.energystar.gov.

But note, not all Energy Star products qualify for the tax credit. Energy Star distinguishes energy efficient products which will pay the purchaser back in lower energy bills within a reasonable amount of time, but without a tax credit.

That is an important distinction, and one the average homeowner may not be aware of. He or she may think buying an Energy Star product automatically entitles her to a tax credit, when that's not necessarily the case. To qualify, energy efficient windows, doors and skylights must have a U-factor and SHGC less than, or equal to, 0.30.

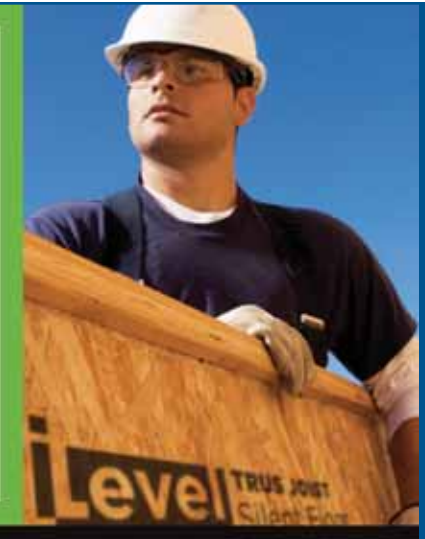
Most homeowners recognize that inadequate windows and doors are the primary culprit in home energy loss. Taken together, inefficient windows and doors represent nearly 50% of all heat loss due to convection, air infiltration, conduction and radiation. But today's windows have undergone a technological revolution. It is now possible to significantly reduce solar heat gain in the summer and minimize heat loss in the winter.

There are other products that qualify for the Federal tax credit, including roofing and insulation. Talk to us for answers.



SOLUTIONS FOR ALL YOUR FLOORING NEEDS

It's easy to see why more and more builders are choosing TJI® joists: Longer, uninterrupted spans with joists that won't bow or twist. Lighter weight for faster installation. Dependable delivery from locations all across the country. Plus, there's a guarantee backing the entire floor system. TJI® joists are just one part of the total flooring package offered by iLevel®.



www.iLevel.com • 1.888.iLevel8 (1.888.453.8358)



Ready to Go to Bat for Your Business

Think of us as your hometown team.

We've built our reputation on consistently providing quality building products and unmatched service guarantees on deliveries, job pricing and pickup of returns. With 14 convenient yard locations and the all new Arrow Cabinet Gallery, builders and contractors have access to a lineup of resources that can help make their projects a success – from the frame of the house to beautiful interior cabinetry.

Contact your area Arrow Building Center sales representative to join the growing number of builders and contractors who are hitting them out of park with Arrow Building Center on their team!

Jon Coty: 612-369-2574
jcoty@abc-clc.com

Brad Marko: 715-557-1065
bmarko@abc-clc.com

Stillwater Hudson River Falls
Hastings Red Wing Big Lake
Kasson

Webster Hayward Spooner
Rice Lake Milltown Chippewa Falls
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Lost Time Is Lost Money

Perhaps I'm partial, but I know of no other profession that works harder than home builders and remodelers. Aside from the physically demanding work the job entails, a professional builder must also manage the books, supply, inventory, employees – the drudgery of paperwork, the checks and balances, that keep a business viable.

Managing all the elements of a successful business comes down to managing your time. But how do you know if you're managing your time wisely? Suspending work because of inclement weather or failing to make up work on the weekend may seem harmless in a slow market. But is that lost time costing you money?

Job Costing

A business survives on profits, and only by analyzing our profits can we determine the health of our business. Do you know your gross margin for job site A and how it compares to job site B? To know this, you have to understand the value of job costing. Google "job costing



Arrow Building Center
President David Majeski

software for builders" and you'll discover an overabundance of sophisticated accounting software that can help you track job costs and determine profits. Or, you can set up your own spreadsheet.

Include your overhead when job costing. That's the cost of running your business carried over into every job. When you're not working on the job and making up lost time, overhead eats into your profits.

We're doing our part at Arrow Building Center to eliminate lost time so you can make higher profits. Our **Priority Club** makes guarantees that nobody else does – on-time estimates, same-day delivery, and 24-hour pickup, just to name a few. Check out our website for more details www.abc-clc.com.



iLevel TimberStrand® LSL
Trus Joist engineered lumber products

Another Construction Solution From Arrow Building Center

Arrow Building Center is working hard to provide our customers with construction solutions that save our contractor customers both time and money. Here is one that we think you will like.

You want the best beam for your money in all your projects, a beam that's straight, strong and solid. But what happens when you need to cut holes in that beam big enough to get your wiring and pipes through, without compromising strength and support? The TimberStrand® LSL Beam from iLevel provides the consistency and performance you've come to expect from TimberStrand® LSL. It also can accommodate larger holes- up to 4-5/8" in a 14" beam, and even multiple holes without any loss of structural performance. TimberStrand® LSL starts straight and stays straight

The TimberStrand® LSL Beam also gives you greater flexibility on the jobsite because it is the only

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More Professionals Choosing Low-Maintenance Exterior Trim Products

According to a recent article in *Building Products* magazine, more pros are choosing low-maintenance trim for added curb appeal and ornamental value. The consulting firm Principia Partners estimated the market for cellular PVC, fiber-cement, composite, polystyrene trim, and urethane moldings at \$500 million, and manufacturers have reported double-digit growth in recent years, despite the housing slump.

Indeed, the demand for exterior trim is a result, in part, of the last housing boom. Homes were built bigger with more architectural detail. More windows and doors call for more trim, as do the addition of extra porches and columns. And consumers want low-maintenance.

Alternative trim products are usually more pricey than wood, but the low-maintenance combined with architectural details appeal to homeowners. PVC trim manufacturers are now introducing moldings with decorative profiles – many with a realistic wood-grain look.

Sunbursts, corbels, radiuses, and crown moldings are all possible, as are columns and gingerbread trim. Also, PVC trimboard can be heated to create radiuses and curves: one of the more popular trends.

Of course, real wood will always have its appeal. But the growing demand for synthetic trim cannot be denied; it looks like wood, acts like wood, cuts like wood, but it doesn't absorb moisture and it's insect-resistant.

Whether it's real wood or a synthetic trim you're looking for, talk to us when you have questions.



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beam designed to accommodate large holes for plumbing, wiring, and conduits. By going through the beam instead of inserting multiple joints to go around it, trades can work with straighter runs of pipes and wires. Fewer plumbing elbows not only saves time and materials, but can improve the water flow throughout a home. This beam can help eliminate the need to change the framing or add a soffit to a new home. An added soffit can change sight lines and possibly reduce living space by lowering the ceiling height.

In addition, TimberStrand® lumber is more economical than LVLs and can usually be used as a direct substitution. This represents less cost to the

homeowner and more profit for the builder!

Arrow Building Center stocks a wide selection of 1-3/4" single-ply TimberBeam products in both 9-1/2" and 11-7/8" depths. And now, also available to us, is iLevel's thick TimberBeam product in both depths. This will mean even more time savings to you because no nailing of two single plys is required. See your Arrow salesman to learn about iLevel's 3-1/2" cash-back rebate that runs until Sept. 3rd! Come in and speak with a knowledgeable Arrow Building Center representative today to see how much time and money we can save you on your next project!