



#1 HIGH PERFORMANCE DECKING & RAILING  
NEW TROPICAL FINISHES | NEW TREX DECK LIGHTING™

**Trex** Transcend®  
OUTDOOR LIVING. ELEVATED.

TREXPARTNERS.COM | 1-800-BUY-TREX

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We'd like to earn your  
loyalty with unmatched  
service guarantees

Contact the Arrow Building Center  
Representative in your area to learn more!

Locations to serve you...

- Amery • Big Lake • Chippewa Falls • Hastings
- Hayward • Hudson • Kasson • Milltown • Red Wing
- Rice Lake • River Falls • Spooner • Stillwater • Webster

Cabinet Gallery

Jesse Barr: 651-207-5196  
Jbarr@abc-clc.com

Post Frame Buildings

Pete Herman: 715-556-7656  
pherman@abc-clc.com

Stop by or visit us online at [www.abc-clc.com](http://www.abc-clc.com)



Can Your Current Building  
Products Supplier Promise  
You All This?

	ABC	Your Current Lumber Company
Work with you on your time schedule and provide construction solutions?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Maintain agreed upon pricing for each item in your job - not just first time shipments?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Provide on-time estimates on the agreed date - or give you a \$100 credit?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Give a \$100 credit to Priority Club* Members that don't receive same day delivery on confirmed orders?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Give you a \$100 credit if pick-ups of returns aren't made within 24 hours of request?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Offer you office space with phone, fax, copier and a friendly cup of coffee?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Offer Builders Club Points to qualifying contractors?	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Not responsible for typographical errors.

Consolidated Lumber Company  
808 North 4th Street  
Stillwater, MN 55082

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THE

CONTRACTOR

ABC

Arrow

BUILDING CENTER

A NEWSLETTER for  
the Professional  
Builder & Remodeler.

16 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
- Cabinet Gallery  
779 Bielenberg Drive  
Woodbury, MN  
651-207-5196
- Post Frame Division  
808 N. 4th  
Stillwater, MN  
715-556-7656

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Are Things  
Better, Worse  
Or Unchanged?

Well, that depends on who you ask and what economic report you might read. Halfway through the year, everybody is asking the question. The good news – there are positive signs for the housing market.

The unemployment rate is dropping; this is good news for everybody. Consumers have shown a willingness to buy durables, specifically automobiles. Consumers also responded in the University of Michigan Consumer Sentiment Survey that they felt buying conditions were good for housing.

Of course, this hasn't exactly shown up in the numbers. Existing home sales have trended higher, the result of distressed sales and all-cash deals. But new construction has been more erratic and uneven



depending on the region of the country.

Housing has often led the way out of a recession, but this recovery is different; it's being led more by exports. However, most economists agree that a sustained recovery will rely on housing. For that to happen, lending needs to improve, accompanied by a continuing decrease in the housing stock.

The drop in unemployment is a key indicator for future growth in the housing market. Conditions are improving; it's not getting worse. And it will get better.



# Opportunity Knocks

Arrow Building Center now offers general contractors the opportunity to expand their services with Arrow Buildings, our newest division featuring post-frame construction or pole buildings. Arrow Buildings' sales representative, Pete Herman, has over 30 years experience in the post-frame business. Post-frame buildings come in many styles, shapes and sizes for a wide variety of uses, including storage sheds, light commercial and agriculture. Many of your residential customers are adding storage sheds to their property to store boats, snowmobiles and tractors.

Versatile post-frame buildings can be simple storage buildings with overhead doors, or elaborate buildings with gables and eave overhangs! Our designs include porches, wainscoting and windows with grilles and shutters. We can construct equestrian facilities that include riding arenas, horse stalls, Dutch doors, cupolas, or just a nice home for your pony!

Arrow Buildings offers contractors consistent standard construction patterns, designs and materials. Our pricing is competitive with larger regional post-frame companies, and detailed plans are included with the sale of each Arrow Building.

At Arrow Building Center, there are several ways we can partner with you in post-frame buildings. We can set you up with all the materials you need to build a post-frame building, or we offer packages that include labor



Arrow Building Center  
President David Majeski



with the materials. You can then add concrete, electrical or interior finish to the contract using your residential subcontractors.

If you are a builder who builds post-frame buildings regularly and buys your material from Arrow Building Center, thank you! If we have not contacted you for installation, please call us, as we do not want to be in competition with you.

Please contact your local Arrow Building Center Salesperson, Yard Manager, or Pete Herman.

**Arrow Building Center**  
**Peter Herman, Sales**  
Phone: (715) 556-7656  
E-Mail: pherman@abc-clc.com

**Reader Feedback:** We would like to hear from you! Do you have ideas about what you would like to see or hear more about in The Contractor Newsletter? Got an article you would like to share? Please contact me if you have any questions or concerns, or if you need more information about any of our products or services. I can be reached at (651) 439-3138, extension 201, or by Email at: [dmajeski@abc-clc.com](mailto:dmajeski@abc-clc.com)

# OSHA Fall Protection Plans Compliance Guidance For Residential Construction

Falls remain the number one cause of death in the construction industry. "We cannot tolerate workers getting killed in residential construction when effective means are readily available to prevent those deaths," OSHA Chief Dr. David Michaels said.

OSHA's new directive, OSHA STD 03 11 002, goes into effect June 16, 2011. To comply with this directive, many contractors will need to purchase new equipment.

**Arrow Building Centers** offer two safety products, *Bucket of Safe-Tie Fall Arrest Kit*, and *Guardian Fall Protection-Residential Guardrail System*.

*The Bucket of Safe-Tie* is designed to provide fall arrest, fall restraint, or positioning capabilities. The Bucket features a universal harness with 5 points of adjustment for added comfort, Vertical Lifeline Assembly with Shock Pack, and permanently attached Positioning Device with 18" lanyard extension to keep the device within reach.

*The Guardian Residential Guardrail System* offers contractors a versatile fall protection system which allows roofing activities to be performed safely. The *Ultra-Adjust Roof Bracket* is designed for five different positions from 6/12 to 16/12. This system complies with OSHA's regulations when used in conjunction with 2" x 4" and 2" x 6" toe boards.

Please contact your Arrow Building Center yard manager or sales representative for further details on these life-saving products.



# Outdoor Living Trends Present Opportunities For Pros



Today's homeowners are extending their living spaces outdoors, with decks that reflect personal tastes and interests. To help your clients create their own customized backyard oases – and generate additional profit opportunities for your business – consider the latest trends in outdoor living:

**High-performance Materials** – Most homeowners expect their outdoor living spaces to look beautiful, even after years of heavy foot traffic and exposure to the elements. If your clients want to spend more time enjoying – rather than maintaining – their decks, recommend the latest generation of wood-alternative materials that last longer than real wood and look more realistic than PVC. For instance, the Trex Transcend® decking and railing system resists fading, staining, scratching and mold growth to retain a "like new" appearance for decades with only regular soap and water cleanings. With its combination of superior performance and materials – and an unprecedented 25-year Limited Fade and Stain Warranty – Transcend has drawn rave reviews from both homeowners and contractors since its debut in spring 2010.

**Vibrant Colors** – Homeowners are choosing decking in rich saturated colors inspired by outdoor elements – such as deep-burnished bronze, earthy brown, pristine grey and spicy red. Combining warm, natural hues and textures, exotic wood looks are currently an extremely popular trend. In fact, Trex recently added two new tropical decking styles to the Transcend collection. Spiced Rum (a warm, earthy umber) and Lava Rock (rich, reddish-black) offer the look of exotic



hardwoods – right down to the variation of color and streaking that make these materials unique.

**Smart Spaces** – Today's "decked out" outdoor living spaces have separate areas for dining, entertaining and relaxing – just like a home's interior. Encourage your clients to add ambience for cocktail parties or evening cookouts with dimmable LED deck lighting, or to create an inviting lounge area with comfortable, durable outdoor furnishings. These additions will not only increase enjoyment of their outdoor living spaces, but also increase your profits.

**Going Green** – Consumer interest in environmentally friendly products shows no sign of waning, and this eco-consciousness now expands to items for the home's exterior. In fact, a "green" outdoor living space actually can increase the resale value of your client's home. Like all Trex wood-alternative products, Transcend decking contains 95 percent recycled content – contributing to the LEED points of any residential or commercial structure – and is certified by the Verification of Attributes Report (VAR-1011) from the International Code Council Evaluation Service® (ICC-ES).

**To learn more about the latest outdoor living trends – and the Trex Transcend decking and railing system – speak with an Arrow Building Center representative or visit [www.trexpartners.com](http://www.trexpartners.com).**



*Let the CABINET GALLERY be your one-stop source for quality cabinetry!*

At the CABINET GALLERY (a division of Arrow Building Center), we understand that achieving remarkable results for attractive, functional cabinetry only happens when there is great communication between the homeowner, a building trade professional and a custom cabinetry source.

## Our Services Include:

- Job Site Measuring
- Custom Cabinetry Design
- Residential & Commercial Solutions
- New Homes & Remodels
- Finished Showroom with Many Displays
- Consultations by Appointment
- Open to the Public
- Installation Available

