

# THE CONTRACTOR

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876 County Rd. U  
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- 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

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## After An Historic Decline, Lumber Market Begins Recovery In 2010

Since reaching an all-time high of 64.3 billion board feet in 2005, U.S. demand for lumber dropped by more than 55 percent – the steepest decline in the industry’s history, reports Western Wood Products Association.

The unprecedented decline in demand has taken its toll on lumber producers. Western and Southern mills saw lumber production fall nearly 25 percent this year. This followed production declines of about 20 percent the following year.

Prices received for lumber declined even more steeply. The estimated wholesale value of Western lumber was \$3.66 billion, a decrease of 40 percent from 2007.

However, WWPA expects lumber markets to recover, although slowly, beginning in 2010. Housing is forecast to improve modestly to 553,000 starts, bringing lumber consumption to nearly 30 billion board feet.

Housing construction traditionally accounts for more than 45 percent of the lumber used each year. That being said, the pace of housing recovery will drive demand, supply and the price of lumber products going forward.

We closely follow the lumber market to gain the best deals for our customers. Talk to us when you have questions.



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

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

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

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

### Can Your Current Building Products Supplier Promise You All This?

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

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## Hope Springs Eternal In Baseball & Business

Major League Baseball players are arriving in sunny Florida and Arizona to begin spring training. This is the time of year that all baseball teams are brimming with confidence and optimism – if not for a division title or World Series berth, than at least a better record from the previous year.

The Minnesota Twins look good this year, led by American League MVP Joe Mauer and slugging first baseman Justin Morneau. The team put on quite a show last year, coming back late in the season to tie the Tigers and force a one game playoff, which they of course won.

You have to appreciate the Twins “never-say-die” attitude. The Twins are not a big market team, such as the Yankees or Dodgers. Yet each year, they are always in the race. In fact, they’ve won their division five of the last eight years.

I believe the



Arrow Building Center  
President David Majeski

character of the team is a reflection of its fans, which are the people right here in Minnesota and Wisconsin. I see it in customers of Arrow Building Center.

Let’s face it, last year was enough to make anybody pick up his glove and go home. But I saw so many of our professional customers persevere and tough it out.

And now it’s spring, and hope (excuse the pun) springs eternal. We’re leaving the cold, dark days of winter behind, and we’re looking forward to an active summer. At the least, we can improve on last year. But who knows? Maybe this year we’ll end up in the World Series.

## What Does It Mean To Be “Green”

How do you know if a product is green? Just ask yourself how it fits into one of the following categories.

**Products made with salvaged, recycled, or agriculture waste content** – We save resources and energy whenever we reuse a product. Examples are wood scraps used in engineered lumber, iron-ore slag used to make mineral wood insulation, and PVC scrap used to make shingles.

**Products that conserve natural resources** – These are products that use less material or are especially durable. Examples are drywall clips that allow for elimination of corner studs, engineered stair stringers, fiber cement siding, fiberglass windows and certified wood products.

**Products that avoid toxic or other emissions** – These are products that have low manufacturing impacts or facilitate a reduction in polluting emissions from building maintenance. Examples are wood products, rigid foam insulation and mineral products, such as natural stone.

**Products that save energy or water** – Examples are Energy Star appliances and energy efficient HVAC units.

**Products that contribute to a safe environment** – Examples are wood flooring, sound control insulation and zero-or low-VOC paints, caulks and adhesives.



## More Good Reasons To Buy MARVIN Windows & Doors

### Renovating for Life

Americans are staying put. Only about 10% of the population relocates in a typical year now, according to the Census Bureau. Many, including baby boomers and retirees are remodeling their existing homes to meet their changing needs and improve the comfort and value of their homes. Common improvements include window replacement, kitchen upgrades and painting.

### Maximizing Bang for the Buck

According to *Remodeling Magazine’s* 22nd Annual Cost vs. Value survey, wood replacement windows are among the home improvement projects with the greatest return on investment, typically returning 77.3% percent of their cost on resale. Other high-



Sliding French Patio Door by Marvin Windows and Doors

return projects include attic bedrooms (returning 83.1% of cost), wood decks (80.6%) and minor kitchen remodel (78.3%).

### Americans Green Their Homes

Average new home sizes have shrunk to 2,400 square feet, according to Census Bureau data. Homeowners are choosing to maximize the features of their homes, rather than the square footage. Super-sized foyers and master baths are out; intimate living areas and kitchens are in. Energy efficiency improvements are a bright spot for remodelers in a subdued construction climate. *MARVIN Windows and Doors* are very green.

### Universal Design

A recent study by the *Mature Market Institute* found that 63 percent of Americans over age 55 intend to remain in their homes as long as possible. More than 80 percent of the builders surveyed in the same study indicated that they included universal design features in their 55-plus community homes. These features include: easy opening windows, wider doors and hallways, lever door handles, lower kitchen cabinets, larger medicine cabinets, attached garages with garage door openers and non-slip floors.

### Indoor/Outdoor Living

America’s love affair with patios and decks shows no signs of fading. According to Census Bureau data, more than 2 million American homeowners add a deck or patio to their home each year. Americans are spending more time grilling, cooking, and socializing at home, a trend that also shows in the popularity of “staycations.” And with patios come patio doors. Quality *MARVIN* patio doors with energy-efficient glass and the natural insulation of wood open up a home to the outdoors, maximizing light and views while minimizing energy loss.

These current consumer trends fit well with the beauty and functionality of *MARVIN Windows and Doors*. *MARVIN* is the perfect choice for your new home construction and remodeling needs. Visit your local *Arrow Building Center* or [www.MyMarvin.com](http://www.MyMarvin.com) to learn more today!