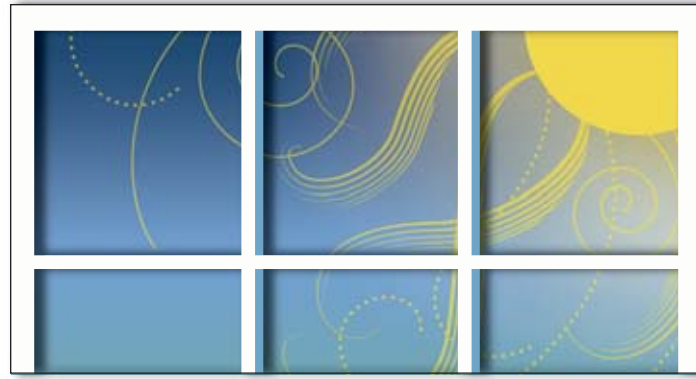


Passive Solar Energy Window Design

After you've selected the most energy efficient window for the money, how do you further enhance the energy efficiency of your customer's home? By designing a window system that is both aesthetically pleasing and thermally functional. Basically, you want to look at the house and all its windows as a system to collect and transport solar heat. During the winter, you want more direct sunlight, while in the summer you want to avoid excessive heat transfer. Selecting windows with Low-E glass and top-rated U-values is the first step, but you can enhance a homeowner's comfort



(and your reputation) with careful window design. Design in as many windows as you need, but no more. Place them in regard to compass orientation and climate. Provide an adequate overhang, depending on exposures, but particularly on the south elevation. Don't forget the ventilation function of windows, especially roof windows.

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
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Stop by or visit us online at www.abc-clc.com



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A NEWSLETTER for
the Professional
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THE CONTRACTOR

16 Locations at your service!

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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.
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Now's The Time To Start Planning For Next Year

The year is coming to an end, and the holidays are just around the corner. The New Year is always a time for reflection, but it's also a good time to begin planning for the year ahead. *Ask yourself some of these questions:*

How can I better position myself to take advantage of certain market niches? Home modification (for the aging-in-place customer), energy efficient home construction and retrofitting, and customized building and remodeling for the upscale customers are just a few of the potential niche markets. Builder associations, such as the National Association of Home Builders, offer certification programs (e.g. Green Building) that can enhance your



knowledge, skills, and marketability. Visit the NAHB website for details: www.nahb.org.

How can I improve efficiency to boost my bottom line? The old adage here still rings true: time is money. By streamlining operations at every phase of construction (from planning to the final walk-thru) you can save money by saving time. Talk to your ABC sales representatives for tips on how we can help. Whether it's delivery or design solutions, we're your partner in building.

Target Recent Home Sales For Remodeling Jobs

Within the first year of moving into a previously owned home:

- 32.1% will remodel their kitchen/bath
- 25.5% will build a deck/porch
- 23.7% will replace fencing
- 19.6% will install new roofing, siding or insulation
- 15% will need new windows
- 8.9% will plan new additions, such as awnings, aluminum siding, closet remodeling, paving or a swimming pool

The spate of foreclosures flooding the market means ample jobs for the opportunistic builder or remodeler. Harvard University's Joint Center said as much in a recent report.

Whether the properties are bought as homes or rentals, repairs, improvements and additions are often necessary.

Real estate agents are a good source of foreclosure information. They can get you a list of properties that have sold over the last year. Many times, an agent can set you up with an online account where



Arrow Building Center
President David Majeski

you're emailed property listings; here you can follow the status of properties with contracts, contingencies and completed sales.

Once you know a property has been sold, simply mail your brochure outlining your services and contact information to that address. If you don't hear back, follow up with a second mailing six months later.

Visit our **NEW** website for other tips and links to resources. Check out the **Special Offer** section for savings, and use our **Contact** page for fast, convenient service. **Go to: 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



Well Designed Homes Begin With Quality Blueprints

Our many drafting and design services include interior space planning and remodeling, residential and commercial handicap accessibility design, Green Build design, heat-loss calculations, wall bracing, structural beam analysis, and on-site field measuring and consultation. We provide contractors accurate and timely blueprints, plans, drawings, and the necessary documents for material estimates, building permits, and actual construction process.

By partnering closely with Arrow Building Center's experienced sales people and trusted vendors, our Design and Drafting Team has a competitive edge by knowing where and how materials can and should be used. Combining our design solutions with extensive product knowledge and accurate in-house estimates allows us to offer our customers the best products that suit their individual projects, at competitive pricing.

For creative solutions that meet your designing challenges, please visit any of our Arrow Building Centers, or contact your local Arrow Building Center yard manager or sales representative for further details on any of our professional services.

Tired of Nailing?



Throughout the years, engineered wood products have helped to allow more flexibility when it comes to home design. Their consistent strength allows for greater spans for window openings and can open up living space when used in place of bearing walls.

One drawback to all of this is the amount of time it takes to nail all those beams and headers together. In addition to your time, there's the cost of the nails and the wear and tear on your nail gun, and even your arm!

Fortunately, there is an easier way. Weyerhaeuser, who invented the Trus Joist® 1-3/4" Microllam® LVL and Timberstrand® LSL also offers a solid 3-1/2" Timberstrand® LSL through your local Arrow Building Center.

In strength terms, the solid 3-1/2" Timberstrand® LSL beams & headers will work in place of Microllam®

95% of the time, when substituted for 9-1/2" & 11-7/8" depths. Solid 3-1/2" Timberstrand® beams & headers are more stable than built-up members because they



resist out of plane loads. 3-1/2" Timberstrand® LSL beams & headers remove any confusion on how to nail individual plies together because of unique loading situations, and help to eliminate a source of squeaks in a floor system.

In addition to all of the above Timberstrand® LSL is cheaper than Microllam® and is readily available in 9-1/2" & 11-7/8" depths.

Contact your Arrow Building Center representative to reduce confusion and start saving time and money with the solid 3-1/2" Timberstrand® beam & header! Their representative can also assist you with any sizing requirements you may have. Visit TrusJoist at www.trusjoist.com

Older Homes Under-insulated, Says NAIMA

Homes more than ten years old need additional insulation, according to the North American Insulation Manufacturing Association (NAIMA), and floors and attics are the easiest place to add fiberglass insulation.

NAIMA recommends an R-value of 60 in uninsulated attics; in attics with existing 3-4 inches of insulation, NAIMA suggests adding R38 to R49 insulation. The increase R-value can be accomplished with two layers of R19.

Floors should have an R-value of 25 to 30. In particular, floors over unheated spaces, such as a garage or basement, should be insulated and combined with vapor retarders.

Fiberglass insulation is a "green" building material for three reasons: it's efficiently manufactured, its performance helps conserve energy, and its recyclable.

1.) Fiberglass insulation is made from sand and recycled glass. The use of sand as a raw material does not impact



the environment because it is a "rapidly renewable resource." Glass is considered a secondary raw material, and when recycled is transformed into a product that reduces pollution.

2.) The benefits of installed fiberglass insulation easily outweighs the cost to produce it. That's because it takes roughly 33 trillion BTU of energy annually to produce fiberglass and slag wool products, but about 400 trillion BTU of energy is saved each year by insulation already installed.

3.) In the manufacturing process itself, most fiberglass and slag wool manufacturers use a closed-loop water recycling system, which discharges no waste water. Also, new controls technology (MACT) helps limit the amount of air pollutants emitted during the manufacturing process.