



LUMBER CO-OPERATOR

6 Reasons You Should Attend LBM Expo 2023 18

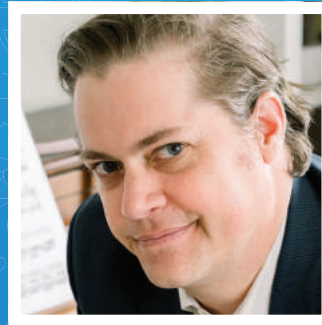
Welcoming Incoming NRLA Chair Doug Ford 26

Railing Trends for 2024 40

Product Showcases: Decking, Railing, and Fasteners 32 / 42 / 50

PREVIEW ISSUE

# LBM EXPO



**December 6-7, 2023**

Earth Expo & Convention Center  
Mohegan Sun, Uncasville, CT

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**DECKING  
SPECIAL  
SECTION**

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# DEPARTMENTS



14



58



63



72



77



80

## TAKING STOCK

- 6 **From the President**  
Rita Ferris
- 8 **From the NRLA Chair**  
Nick Kuiken

## WOODSHED

- 10 **Industry News**
- 14 **New Products**

## TOOL BOX

- 56 **ABMA Advocacy**  
Nicolina Schonfarber
- 58 **Workforce Development**  
Corbin Rinehart
- 60 **Insurance Matters**  
Stephen Hicks
- 62 **Sales & Marketing**  
Tom Zimmerman

## MILLING ABOUT

- 63 **State & Local Happenings**

## SOURCE

- 79 **Advertising Index**
- 79 **Statement of Ownership**

## RISING STAR

- 80 **Ryan Rotondo**  
Russin



### Lumber Co-operator Mission Statement:

Lumber Co-operator is committed to broadening awareness of critical issues shaping the lumber and building material industry. We promise to equip our readers with the necessary tools to compete in an ever-changing business environment.

Contact the *Lumber Co-operator* at 800-292-6752 or 518-286-1010.



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FEATURES



LBM EXPO PREVIEW/DECKING SPECIAL ISSUE

- 16** A LETTER FROM LBM EXPO 2023  
Chuck Handley
- 18** 6 REASONS WHY YOU SHOULD ATTEND LBM EXPO 2023  
Melissa Stankovich
- 20** SCHEDULE-AT-A-GLANCE
- 21** EXPERIENCE LIVE DEMOS
- 22** GROW PROFESSIONALLY WITH INDUSTRY EXPERTS
- 24** DISCOVER NEW PRODUCTS: 2023 Exhibiting Companies
- 25** NETWORK AND HAVE FUN!
- 26** WELCOMING INCOMING NRLA CHAIR: Doug Ford, Curtis Lumber
- 28** LBM EXPO 2023 SPONSORS
- 30** MAKE THE MOST OF OUTDOOR SPACES WITH THESE DECK DESIGN IDEAS  
Chris Brown
- 32** DECKING PRODUCT SHOWCASE
- 40** RAILING TRENDS FOR 2024  
Kim Espenschied
- 42** RAILING PRODUCT SHOWCASE
- 48** FASTENERS 101  
Linda Graziano
- 50** FASTENERS PRODUCT SHOWCASE

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Rita Ferris  
NRLA President

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As December 2023 approaches, the anticipation is palpable for the upcoming LBM Expo at Mohegan Sun in Uncasville, Conn. Innovation, education, and networking opportunities will make this widely anticipated event a game-changer for lumber and building material professionals.

Registration is open, so join us and many other retailers, architects and builders, manufacturers, and distributors to discover cutting-edge building materials, tools, and methods.

As you'll see on the internal pages of this issue, education is a highlight of the LBM Expo. From seminars on sales, the application of AI in our industry, acquisitions, and mergers, you will find the latest information presented by our industry's best authorities here.

Networking is one of the Expo's best benefits, so join us at any of our free events to network with colleagues, potential business partners, and industry leaders to create vital ties you'll value for years to come. You won't want to miss any of the action, from our legendary Discover Mohegan Sun Pub Tour to the NRLA Annual Meeting, where we'll honor outgoing Chair Nick Kuiken of Kuiken Brothers and welcome incoming Chair Doug Ford of Curtis Lumber.

Speaking of the Annual Meeting, strong leadership is the secret ingredient that brings everything together in the dynamic world of associations, and we have been fortunate to experience this with Nick Kuiken as our Chair.

Nick, along with the Executive Committee and Board of Directors, has been a driving force behind NRLA's extraordinary voyage over the past two years. As with all enterprises, there have been days with calm waters and others with choppy seas, but thanks to our steadfast commander, your association has flourished and grown stronger. Nick's devotion to the development and prosperity of the NRLA will be a legacy for future generations, along with the record-breaking education offered this year, the growth of our federal lobbying service through the American Building Materials Alliance, a stable membership, and a strong financial foundation.

Nick, thank you for your immense contributions to our organization. Your legacy will serve as a reminder of the heights that can be reached through exceptional leadership.

As we anticipate the bright future of NRLA, we cannot help but be thrilled for what lies ahead. Our incoming chair, Doug Ford of Curtis Lumber Co. Inc., is eager to take the reins, and we can't wait to see what chapter he writes in the annals of our association. Join us on December 7 at the LBM Expo at Mohegan Sun as we thank Nick for his service and enthusiastically welcome our new chair.

Thank you for the opportunity to serve you,

A handwritten signature in black ink that reads "Rita".



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Nick Kuiken  
NRLA Chair, Kuiken Bros., Inc.

As I look back on my tenure as NRLA chair, I am filled with a sense of accomplishment, pride, and gratitude. Serving in this role has been extremely challenging at times, yet an immensely rewarding experience. This experience has taught me valuable lessons about leadership, collaboration, and the power of a dedicated team working together for something they believe in.

When I first assumed this role, my priority was to ensure we consistently showed our stakeholders the value of everything we do. As many associations across various fields have been struggling to stay relevant in an ever-changing landscape, we strived to continue to provide clear value to our LBM industry members to ensure future sustainability and to avoid a gap in what a changing membership base may need and what we as an association can deliver.

We embarked on a strategic planning process that included a member survey to help identify what our members needed while also helping to determine potential opportunities for additional revenue sources and cost-saving measures. As we began to move forward out of the pandemic years, we were faced with the challenge of how to innovate many of the operational aspects while continuing to focus on aligning the organization's financial trajectory through renewed fiscal discipline and better diversification of funding sources and growth opportunities for the future.

Along the way, I have been honored to attend at least one event for each of the 12 state and locals that make up the greater NRLA: annual meetings, ABMA Advocacy Day, NYLE Timber Tour, the IDEAS Show, and of course the LBM Expo. I have found these times to

be some of the most rewarding aspects of my tenure. I was able to witness firsthand the positive impact a strong association like ours can have on an industry and its stakeholders. The deep sense of community and collaboration we share within our industry allows us all an equal benefit of knowledge, networking, and innovative solutions to industry problems.

As a unified industry, we have advocated for our common interests by lobbying for favorable regulations or helping to raise awareness about important issues affecting the LBM industry. These are all great accolades, but I really believe our greatest asset is the deep friendships and mutual respect we share for each other. Our events have become opportunities to see those that you may not have seen in a while and to forge new relationships and industry bonds that will last a lifetime. I'm extremely proud of this unique camaraderie we share, which will certainly play a vital role in fostering growth for future generations in the industry.

In closing, as my term as chair comes to an end, I want to express my gratitude to the entire board, executive team, and our dedicated NRLA staff, led by Rita Ferris. It has been an honor to lead this organization. While this chapter may be ending, my commitment to our industry and this mission remains steadfast. I am confident this association is well positioned to thrive in the future, thanks to the collective efforts of our exceptional team and under the leadership of incoming Chair Doug Ford, who will continue a deep-rooted dedication to our LBM industry.

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### Delavue Management LLC Sicklerville, NJ

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**Products:** Takeoff and estimating services specializing in lumberyards and building supply companies.



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### Key-Link Fencing & Railing New Holland, Pa.

**Website:** [www.keylinkonline.com](http://www.keylinkonline.com) **Phone:** 800-704-7130

**Products:** Manufacturer of aluminum rail and fence systems for residential and commercial installations.

## FastenMaster Wins Prestigious Pro Tool Innovation Award

FastenMaster's newly introduced MVP Multipurpose Wood Screw has been selected as a 2023 Pro Tool Innovation Award winner in the highly competitive "Fasteners-Adhesives, Construction" category.

In addition to its MVP fastener, the company's new EVO Deck Framing Connector was also named as a finalist in the competition.

Learn more: [www.nrla.org/fastenmaster-wins-innovation-award](http://www.nrla.org/fastenmaster-wins-innovation-award).



## Builders' General 39th Annual Trade Show

On September 13, the Shaheen Family, the owners and operators of Builders' General Supply (BGS), had much to celebrate. They hosted their 39th annual "Main Event" of the year, as they began their 92nd anniversary in business. This year's Trade Show, supported in partnership by more than 60 of their core vendors displaying the latest building materials, products, and services, had 900 registered building professionals gather in historic Fort Monmouth. The top-rated regional New Jersey radio station, Thunder 106.3, broadcast live for the four-hour afternoon show, adding to the buzz and electricity of the day.

Learn more: [www.nrla.org/builders-general-39th-annual-trade-show-recap](http://www.nrla.org/builders-general-39th-annual-trade-show-recap).

## Boise Cascade Reaches Agreement to Purchase Brockway-Smith Company

Boise Cascade Company announced that it has reached an agreement to purchase Brockway-Smith Company, a leading wholesale distributor specializing in doors and millwork. The purchase price for BROSCO, including the acquisition of its two full-scale distribution centers, is \$172 million, subject to certain closing adjustments. Boise Cascade plans to fund the transaction and closing-related expenses from its existing cash balances.

BROSCO is a fifth-generation, family-owned company founded in 1890. It operates distribution centers in Hatfield, Mass., and Portland, Maine. In addition to interior and exterior doors, BROSCO's offerings also include mouldings, railings, windows, stair parts, and composite products.

Boise Cascade currently operates 10 millwork locations in some of the nation's fastest-growing markets, specializing in exterior and interior doors, frames, hardware, and pre-finishing options.

Learn more: [www.nrla.org/boise-cascade-purchases-brosco](http://www.nrla.org/boise-cascade-purchases-brosco).

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## SCAM ALERT! New Facebook Marketplace Resale Scam

The NRLA staff received the following message from one of our members warning of a new scam in the LBM industry.

*"I am writing to you because we thought it might be helpful for other dealers to hear our story.*

*Last week one of our sales associates took a phone order for 60 sheets of plywood to be delivered. The billing address on the credit card matched the delivery address for the material. The customer asked for a receipt to be emailed and called to follow up on the order a couple of times. Nothing seemed suspicious to the sales associate.*

*A week later, the charge was disputed. We called the phone number that was on the sales order and it no longer works. We sent two drivers back to the address to hopefully retrieve the plywood. When they showed up at the jobsite there was a builder there and he explained the homeowner had ordered the plywood on Facebook Marketplace and had it delivered. He gave us the homeowner's name and phone number, who was kind enough to send us screenshots of all the interactions he had with the seller. The person he paid for the plywood used the same phone number to text that the guy gave us on the sales order but had a different name.*

*We have reported it to the police and they are handling it from here. This was a bit different than any of the fraud we have encountered in the past. In other instances it has been much easier to detect."*

Be sure to stay up-to-date on the latest scamming trends in the LBM industry in order to protect you and your company from falling victim to scammers.



### A&B Wood Design Is Now Millwork Design by Oxford

Millwork Design by Oxford, or simply MDO, is thrilled to announce its new business name, which embodies its commitment to trendsetting profiles and honors its deep-rooted heritage in Oxford, Conn. Formerly known as A&B Wood Design, they are excited to embark on this new chapter, and they are equally delighted to share our recent transition to employee ownership.

Learn more: [www.nrla.org/ab-wood-now-mdo](http://www.nrla.org/ab-wood-now-mdo).

### Westlake Royal Building Products Rebrands Palight Trimboard to Skytrim PVC Line

Westlake Royal Building Products announced that Palight Trimboard is now Skytrim, a sophisticated line of PVC trim options. Skytrim is a complete line of PVC trim options, including trimboard and sheets, beadboard, decorative mouldings, post wraps, corners and millwork profiles, and a Cortex Fastening System. It's made with free-foam PVC that works and cuts like wood, but is also lighter in weight, making it easier to transport and install.

Learn more: [www.nrla.org/westlake-rebrands-palight-trimboard](http://www.nrla.org/westlake-rebrands-palight-trimboard).

## IN MEMORIAM

**James Porter Shea**, 61, of Brewster, Mass., passed away on September 25. James worked for Hinckley Home Center.

**Kathleen Marie "Kasey" Christie**, 68, passed away on September 21 after a long battle with cancer. Among many family members, Kasey is survived by her life, partner James Ciccone, father of NRLA Regional Director Steve Ciccone.

**Kevin J. VanAvery**, 44, Greenville, R.I., passed away August 17 with his wife by his side after a brief illness at Rhode Island Hospital in Providence. Kevin was general manager of Builders Surplus in Warwick, R.I. During his almost 20 years with Builders Surplus, he fostered a culture of collaboration and growth.

**Anthony V. Donovan**, 81, of Adams, Mass., died on August 1. Anthony is the father of NRLA's Senior Event Coordinator Pam McHale.

**Sara Jane "Sally" VanArsdale Bliss**, 77, of Castile, N.Y., passed away on July 14 at her home surrounded by her family. She owned and operated Elitsac Inc. in Castile with her late husband, Douglas Bliss, where she took the helm after his untimely passing in 1994. Sally was on the WNYLDA board from 1998–2005, and was President in 2001.

**Paul A London**, 87, Lexington, Mass., passed away on April 14. Paul was previously the CEO of Friend Lumber Company of Lowell, Burlington, and Peabody.

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## ◀ Wolf Home Products Launches New Budget-Friendly Cabinetry Series

Wolf Home Products announced the launch of its Tempo Series, a cabinetry line offering designers, contractors, and builders design flexibility at an affordable price point. The series is available in four popular finish options: White Paint (shown), Pewter Paint, Grey Stain, and Dark Sable Stain.

Learn more: [www.nrla.org/wolf-budget-friendly-cabinet-series](http://www.nrla.org/wolf-budget-friendly-cabinet-series).

## Simpson Strong-Tie's New Timber Drive Stand-Up Driver with Patent-Pending Gravity Feed Mechanism ▶

Ideal for heavy-duty jobs that require repetitive fastening, such as decks, docks, boardwalks, piers, and flooring, as well as for fastening metal straps to wood, engineered wood, or mass timber panels, the ergonomic design of Timber Drive makes it a faster, easier way to work, and a patent-pending drop-feed loader allows for semi-automatic driving of a wide variety of Simpson Strong-Tie fasteners.

Learn more: [www.nrla.org/sst-timber-drive](http://www.nrla.org/sst-timber-drive).



## ◀ New RailFX Express Mount Brackets Make Installing Cable Railing Faster & Easier

The new RailFX, a PrimeSource Building Products brand, Express Mount Brackets make installing cable railing faster and easier for professional installers. These patent-pending brackets eliminate the need to drill holes through wood deck posts and offer a solution for installing cable railing with basic tools and minimal training.

Learn more: [www.nrla.org/railfx-express-mount-brackets](http://www.nrla.org/railfx-express-mount-brackets).



# LBM EXPO

PREVIEW SECTION



Turn the page to see what's happening at LBM Expo 2023 >>>

**December 6-7, 2023**

Earth Expo & Convention Center  
Mohegan Sun, Uncasville, CT



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LBM Expo 2022's  
Highlights!



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## A LETTER FROM LBM EXPO 2023



We are extremely excited to return to the Earth Expo and Convention Center at Mohegan Sun. The location was well received by LBM Expo 2022 attendees and exhibitors. Mohegan Sun is easy to get to, offers top-shelf dining and entertainment, free parking (both self-parking and valet), and so much more.

Our show floor features hundreds of vendors offering the latest products and services in the industry. NRLA has also selected the best national speakers to address the issues you're facing now and to prepare you for the future.

LBM Expo continues to offer free education on the show floor in our building demo zones. This year, Gary Striegler will be on our main stage, using his expertise to teach the best practices that will help you help your customers.

On Wednesday afternoon, we will gather a panel of LBM experts to discuss "Succession Strategies for 2024 and Beyond" on the show floor.

We'll start Thursday morning off strong with Breakfast with Bradley Hartmann presenting on "Implementing the Air Raid Offense for Sales: A Former QB/Current Sales Trainer's Guide to Quit Playing Defense and Start Driving New Sales in Any Market Environment." Bradley always brings his A-game, and this is sure to be an informative and productive session. Expo education will wrap up with a housing and economic outlook from David Logan, senior economist and director of tax and trade policy at the National Association of Home Builders (NAHB), on Thursday afternoon.

LBM Expo offers many networking opportunities. Connect with old and new friends at the expanded Discover Mohegan Sun Pub Tour, where NRLA state and local associations host attendees at various establishments to enjoy refreshments and compete for prizes. The fun continues Thursday night, after the NRLA Annual Business Meeting and installation of chair Doug Ford, Curtis Lumber Company, with an Installation Celebration where we will celebrate Chair Ford and the festive season with food, drinks, music, and fun!

All of this and so much more will be waiting for you in the most ideal environment, all under one roof! For more information or to get your badge, visit [lbmexpo.com](http://lbmexpo.com).



Chuck Handley, Burkes Home Center  
Convention Committee Chair





# WOLF SERENITY™ DECKING

BRING THE BEAUTY OF THE INDOORS OUT.



# 6 Reasons Why You Should Attend LBM Expo 2023

By Melissa Stankovich

In the dynamic world of lumber and building materials (LBM), staying updated with industry trends, networking with peers, and discovering new products and technologies are crucial for success. Since its inception 130 years ago, LBM Expo has continued to offer an abundance of opportunities for retail lumber dealers and all its attendees. This annual event brings together professionals from across the LBM industry, providing a platform to learn, connect, and thrive.

Here are six ways your retail lumberyard can benefit from attending LBM Expo this year:

## 1. Develop Industry Connections

Developing connections is an integral part of any successful business, and LBM Expo provides an exceptional environment for building meaningful ones. This event draws attendees from various segments of the LBM industry, including retailers, builder contractors, architects, manufacturers, distributors, and service providers. Engaging with fellow professionals opens doors to potential collaborations, partnerships, and shared insights. LBM Expo is an ideal setting for building relationships that can lead to future business opportunities.

*"It's awesome to see new products, but it's also the relationships we've built over the years, or that I've built over the years, that keeps me coming back."*



## 2. Experience Live Demos

Another top feature of LBM Expo is its live demos, which are presented in a jobsite setting right on the show floor. Building professional **Gary Striegler** will be on site again this year to demonstrate his latest tips and tricks and how they can grow to be a builder's most valuable asset.

*"I think these demo zones are something all the dealers should be taking advantage of. We need to stay in front of change so we do not fall behind and keep moving forward."*



## 3. Grow Professionally with Industry Experts



The LBM industry is subject to constant evolution due to changing customer preferences, technological advancements, and environmental concerns. Attending LBM Expo offers attendees the chance to stay ahead of the curve by gaining insights into the latest trends, best practices, and innovative solutions from leading industry experts such as **Bradley Hartmann** and **David Logan**. During Hartmann's session, he will show how three small, practical changes to your sales leadership diet

will differentiate your sales team, deliver more value, and drive new sales regardless of market conditions. During Logan’s presentation, he will discuss the current economic and housing outlook and beyond. Plus, there will be a panel of industry experts there to discuss succession strategies for 2024. By participating in these informative sessions, attendees can adapt their business strategies to align with the evolving needs of their customers and the industry.

#### 4. Discover New and Innovative Products

LBM Expo’s exhibit hall serves as a treasure trove of innovative products, technologies, and services relevant to the lumber and building materials world. This is an invaluable opportunity for attendees to explore new products firsthand in the new product pavilion, ask questions of manufacturers and service providers during in-booth demos, and assess how these offerings could enhance their inventory and customer experience. From sustainable building materials to cutting-edge tools and software solutions, attendees gain exposure to a diverse array of products that can set their business apart in a competitive market.

“We come to LBM Expo to try and find new products that might help our customers a little bit more. Whatever we can help them find to make their jobs easier. It’s always nice to see all the new products coming out.”

#### 5. Network and Have Fun

In addition to expanding their professional networks, attendees of LBM Expo have the opportunity to win cash and other prizes simply by attending. Whether at one of the annual meetings, social events, or exhibition hall interactions, or while enjoying a complimentary lunch with peers on the show floor, each provides the ideal environment for establishing and strengthening business relationships.



“I look at LBM Expo every year as an ability to reconnect with a lot of dealers—dealers who extend a helping hand to you regardless of whether you are in the same state as them or multiple states away.”

#### 6. Increase Your ROI

In an increasingly competitive landscape, attending LBM Expo can provide attendees with a significant competitive edge. By staying informed about the latest trends and innovations, networking with industry peers, and fine-tuning their skills, dealers can position themselves as industry leaders. This not only enhances their reputation but also equips them with the tools needed to navigate challenges and capitalize on emerging opportunities.

“It is nice to see the new products and meet up with a lot of people you haven’t seen [recently] while being able to strengthen those relationships.”



#### Conclusion

For attendees and exhibitors alike, LBM Expo is more than just a convention; it’s a strategic investment in their business’s success. By participating in this event, attendees can forge deeper industry connections, gain valuable insights on the most recent industry trends, discover new and innovative products, and improve their skill sets. As the LBM industry continues to evolve, attending such expos becomes essential for staying relevant, competitive, and well-equipped to meet the demands of the market and customers. We can’t wait to see you there! 

# LBM EXPO

**December 6-7, 2023**  
Mohegan Sun, Uncasville, CT

## LOCATION & LODGING

Mohegan Sun Earth Expo & Convention Center, Uncasville, CT

- > Special conference room rate: \$159+/-/night Group Code: NERLA23 Call: 1-866-708-1340 or scan the QR code below to make reservations. (hotel fee includes complimentary parking and Wi-Fi, access to restaurants, shopping, casino, gym, and more.)



## LBM EXPO REGISTRATION

All registration fees include:

- > Full access to exhibit hall and in-booth demonstrations.
- > Admission to select education sessions (must pre-register), demo zone, NRLA & NYLE Annual Meetings, and Installation Celebration.
- > Complimentary lunch on show floor both days.

## ATTENDEE PRICING

Attendee fees vary. Discounts may be available.

- > Go to [LBME expo.com](http://LBME expo.com) or scan the QR code below for detailed pricing and to register.



# SCHEDULE AT-A-GLANCE

## WEDNESDAY, DEC. 6

9:30 a.m. – 5 p.m.  
Show Floor Open



Gary Striegler

10:30 a.m. – 1:30 p.m.  
**Demo Zones with Gary Striegler**  
Free event

11:30 a.m. – 1 p.m.  
**Complimentary Lunch on Show Floor**

1:30 – 3 p.m.  
**Panel of Experts:**  
**Succession Strategies for 2024 and Beyond – Free event**



Corbin Rinehart

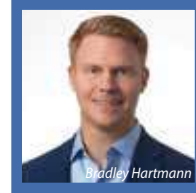
4 – 5 p.m.  
**NYLE Annual Meeting – Free event**  
*With induction of Corbin Rinehart, WindsorOne, as NYLE President*

5:30 p.m.  
**Discover Mohegan Sun Pub Tour**  
Ticketed event, \$35 per person

## ABOUT LBM EXPO

LBM Expo is the Northeast's leading lumber and building materials trade show for LBM professionals. Our attendees are business owners and employees of independent retail lumber dealers, builders, contractors, and architects interested in the industry's best business practices and the latest lumber and building material products and trends. Each year, thousands of attendees come to network, learn from LBM experts and building specialists, and evaluate new products in one convenient location.

## THURSDAY, DEC. 7



Bradley Hartmann

8 – 9:30 a.m.  
**Breakfast with Bradley**  
Ticketed event, \$25 per person (fee includes light breakfast)  
*Presented by Bradley Hartmann*  
"Implementing the Air Raid Offense for Sales"

9:30 a.m. – 5 p.m.  
Show Floor Open

10 a.m. – 2 p.m.  
**Demo Zones with Gary Striegler**  
Free event

11:30 a.m. – 1 p.m.  
**Complimentary Lunch on Show Floor**



David Logan

2:30 – 4 p.m.  
**Education Session – Free event**  
*Presented by David Logan*  
"The Economic and Housing Outlook"

5:30 – 6 p.m.  
**NRLA Annual Business Meeting**  
Free event

*With induction of Chair Doug Ford, Curtis Lumber Company, and the newly elected NRLA Officers and Board*



Doug Ford

6 p.m.  
**NRLA Chair Installation Celebration**  
Free event  
*Honoring newly installed NRLA Chair Doug Ford, Curtis Lumber Company*

**TO LEARN MORE, VISIT [LBME expo.com](http://LBME expo.com)**

# EXPERIENCE LIVE DEMOS

Live, on-site installation demos in a jobsite setting right on the show floor!

## GARY STRIEGLER



Wednesday, Dec. 6 • 10:30 a.m. - 1:30 p.m.  
Thursday, Dec. 7 • 10 a.m. - 2 p.m.

Participate in live, on-site installation demonstrations in a jobsite setting from one of LBM's favorite building professionals, Gary Striegler.

## SCHEDULE

### WEDNESDAY, DEC. 6

10 - 10:30 a.m.

#### Five Steps to "No Call Back" Door Installation

11 - 11:30 a.m.

#### Over the Top: Options for Dressing Up Standard Doors with Transoms

12 - 12:30 p.m.

#### Fundamentals of Craftsman Trim Details

1 - 1:30 p.m.

#### Part One: The Basics of Site-Built Cabinets

### THURSDAY, DEC. 7

10 - 10:30 a.m.

#### Building a Craftsman-Style Mantel

11 - 11:30 a.m.

#### Part Two: The Basics of Site-Built Cabinets

12:30 - 1 p.m.

#### Mastering Ship Lap Paneling: Little Details Make a Big Difference

1:30 - 2 p.m.

#### Five Steps to "No Call Back" Door Installation

*Gary Striegler has been involved in the custom home building and remodeling business for more than 40 years. Gary is frequently published in Fine Homebuilding magazine and is a contributing editor for the Journal of Light Construction. Gary has made presentations at the JLC Live show, Kitchen and Bath Show, International Builders' Show, and the IWF Show. Each summer, Gary teaches at the Marc Adams School of Woodworking. He also enjoys volunteering for Mercy International in Honduras.*

## WHAT YOU'LL LEARN

### Five Steps to "No Call Back" Door Installation

One of the greatest benchmarks of quality construction is doors that work. Doors that drag, bind up, rattle, or swing open on their own send the wrong message to your clients. Gary will demonstrate how to install doors that build your reputation.

### Over the Top: Options for Dressing Up Standard Doors with Transoms

If you know a few tricks, adding a transom or paneled trim detail is an economical way to dress up a 6/8 door. Glass transoms are a great way to get natural light into any room while adding visual interest on a budget.

### Fundamentals of Craftsman Trim Details

Craftsman-style trim has been described as clean, simple, or less fussy. What that really means is that you must get all the little details and proportions right to impress. Gary will share options for door, window, and ceiling details that are simply elegant.

### Part One: The Basics of Site-Built Cabinets

Window seats, bookcases, and even desks are examples of little projects that are requested as change orders. Gary will show his simple method to build these projects on site and stay on schedule while keeping your clients happy.

### Building a Craftsman-Style Mantel

A mantel is always the attention in any room. Gary will show step-by-step how to build a mantel that is both beautiful and code-compliant.

### Part Two: The Basics of Site-Built Cabinets

A continuation of Part One, showing simple methods for building site-built cabinets.

### Mastering Ship Lap Paneling: Little Details Make a Big Difference

Shiplap is one of the most requested trim details today. It is a great look, but it can be complicated when you meet up with doors, windows, and inside and outside corners. Gary will share the little details that make a big difference when it comes to shiplap.

# GROW PROFESSIONALLY WITH INDUSTRY EXPERTS

Learn from industry experts about the latest trends, techniques, and best practices.

## PANEL DISCUSSION



Jim Hooper



Steve Swinney



Sara Belletete

Wednesday, Dec. 6 • 1:30 - 3 p.m.  
**Succession Strategies for 2024 and Beyond**

### Free Event

A short definition of succession planning is a process and strategy for replacement planning or passing on leadership roles. Succession planning and strategies are used to identify and develop new, potential leaders who can move into leadership roles when a change occurs. Succession planning in any family business is critical, and the LBM industry is no exception.

This panel will discuss the advantages, disadvantages, challenges, and opportunities of various succession strategies.

### PANEL SPEAKERS:

**Jim Hooper**

Senior Vice President  
US LBM

**Steve Swinney**

CEO & Co-Founder  
Kodiak Building Partners, Inc.

**Sara Belletete**

Director of Purchasing  
Belletete's Inc.

## BRADLEY HARTMANN



Thursday, Dec. 7 • 8 - 9:30 a.m.  
**Implementing the Air Raid Offense for Sales**

*A Former QB/Current Sales Trainer's Guide to Quit Playing Defense and Start Driving New Sales in Any Market Environment*

**Ticketed Event, \$25 per person**  
 (fee includes light breakfast)

As industry consolidation continues and commodity volatility dominates daily discourse, the need to differentiate has never been more important. Yet sales teams continue to candidly acknowledge, "Well, we do all have the same products and the same trucks," while sales leaders note what's been working for the past decade is not working any longer. Customers expect "value creation" beyond answering the phone, taking the order, and delivering the material on time. Builders are searching for something better and different—and they need it now. In this engaging and interactive session, Bradley Hartmann will demonstrate how small, practical changes to your sales leadership diet in three specific activities will differentiate your sales team, deliver more value, and drive new sales regardless of market conditions.

*Bradley Hartmann was born into the construction industry. Throughout high school and college, he worked in lumberyards and as an apprentice carpenter. Realizing his quarterbacking dreams wouldn't come true, he graciously stepped aside to allow Tony Romo to fulfill his destiny. Upon graduation, Bradley began his career as a superintendent. Over the next decade, he transitioned into project management and then into a regional buying role, negotiating millions of dollars' worth of material and labor annually. In 2011, Hartmann launched his training and consulting firm, Bradley Hartmann & Co. has a unique set of capabilities and a passion for serving construction professionals. Bradley and his firm help business development managers and sales reps sell more, faster, and at higher margins while helping GCs and subcontractors bridge the English-Spanish language gap on-site and more effectively recruit, train, and retain Hispanic talent. Bradley has published more than 12 books for the construction industry and hosts the Construction Leadership podcast. Bradley lived in Guadalajara, Mexico, where he became fluent in Spanish and later earned his MBA with distinction. He teaches at Texas A&M, Oklahoma, and Oklahoma State. He lives near Dallas with his wife and two sons.*

**DAVID LOGAN**



Thursday, Dec. 7 • 2:30 - 4 p.m.  
**The Economic and Housing Outlook**

**Free Event**


In this informative session, senior economist and the director of tax and trade policy analysis at NAHB David Logan will discuss the macro/housing outlook, which will cover the broader economy, housing demand, supply-side issues home builders are facing right now, and the NAHB forecast for single-family and multifamily housing.


*David Logan is a senior economist and the director of tax and trade policy analysis at NAHB. Prior to joining NAHB, David served as chief economist for the U.S. House of Representatives Ways and Means Committee, senior economist for the U.S. Congress Joint Economic Committee, and held economist positions at notable think tanks such as the Brookings Institution and Tax Foundation. He has been cited by the Wall Street Journal, Financial Times, CNBC, Bloomberg, Fox News, the Associated Press, HousingWire, MarketWatch, and National Mortgage Professional, among others. David holds an MS in Applied Economics from Johns Hopkins University, an MBA from Washington University in St. Louis, a certificate in Trade Policy from Harvard University, a Master of Music from the University of Cincinnati, and a bachelor's degree from Northwestern University.*

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# Discover New Products

See the latest products, in-booth demos, and show specials from your favorite LBM brands!

## 2023 EXHIBITING COMPANIES

(As of 9/29/23)

Exhibitor Name	Booth	Exhibitor Name	Booth	Exhibitor Name	Booth
Acadia Insurance Company .....	241	Flagship Forest Products .....	326	Owens Corning Sales, Inc.....	110
Alta Material Handling (formerly NITCO).....	531	Garden State Lumber Products.....	230	Paint Sundries Solutions.....	247
Altenloh, Brinck & Co., US Inc. (SPAX)	528	GCP Applied Technologies.....	428	PaintCare .....	447
American Lumber Co. ....	519, 525	*General Woodcraft .....	567	Paradigm .....	226
Arauco Wood Products .....	157	Georgia Pacific .....	131	Parksite.....	125, 225
Atlantic Forest Products .....	427	Goodfellow, Inc. ....	346	Patwin Plastics.....	367
Atlantis Rail Systems.....	512	*Habitat for Humanity of Eastern CT .....	468	Pennsylvania Lumbermens Mutual Insurance Companies.....	509
B.B.&S. Treated Lumber of New England .....	213	HIAB USA, Inc. ....	245	Portland Stone Ware Co., Inc. ....	212
*Bestway Enterprises.....	156	Holbrook Lumber Co.....	319	PrimeSource Building Products, Inc. .	445
BIK Boom Truck .....	358	Holden Humphrey, Inc.....	457, 461, 560	Princeton Forest Products, Inc.....	227
BlueLinx .....	111	Hood Distribution-McQuesten Group	119	Quikrete – Boston.....	413
Boise Cascade.....	312	Huber Engineered Woods, LLC.....	507	Rex Lumber Co.....	425
Britton Lumber Company LLC .....	331	Ideal Roofing .....	472	Russin .....	311
BROSCO .....	201	IKO Industries, Inc.....	315	SawStop.....	124
Cameron Ashley Building Products ....	139	ILVA USA.....	341	SBC Inc. ....	513
Capital Forest Products, Inc.....	100	*Impact 180 Consulting Group .....	113	Seven D Wholesale .....	145
CertainTeed .....	415	*Intact.....	438	Simpson Strong-Tie, Inc.....	215
Cleary Millwork.....	419	Johnson Lumber Company, LLC.....	441	Evermark LLC.....	540
Coastal Specialty Forest Products, Inc..	101	Keiver-Willard Lumber Corp. ....	429	Cranes 101 .....	337
*Corus .....	356	Krauter Auto-Stak.....	324	Sakrete Cement Mixes .....	150
CT Darnell Construction-Sunbelt Rack ..	338	Lamb & Ritchie .....	129	*SummerSpace.....	433
Culpeper Wood Preservers.....	328	LBM Advantage.....	112	Toolbx Inc.....	339
*Cutek Stain - Myriad Sales & Consulting	526	Liberty Building Products .....	527	Top Notch Distributors.....	114
D.C. Bates Equipment Co., Inc.....	357	Madison Wood Preservers, Inc. ....	446	True Value Company.....	412
*Dal-Tile Corporation.....	436	*Marco Industries .....	466	Universal Forest Products.....	515
DAP Global Inc. ....	128	Mariotti Building Products Inc. ....	161	US Lumber.....	301
DMSi .....	313	Marketing & Sales Associates.....	256-261	Warren Trask .....	325
DURATION Moulding & Millwork.....	439	Masonite International Corp. ....	249	Waska Clair Industrial Dev. Corp.....	467
Eastern Insurance Group, LLC .....	239	Metrie.....	108	Western Red Cedar Lumber Assn. ....	347
ECi Software Solutions .....	511	Millwork Design by Oxford .....	329	Weyerhaeuser .....	211
Epicor Software Corp.....	335	MindsetGo .....	246	Windsor Mill.....	345
Equipment Depot Northeast, Inc.....	557	National Vinyl LLC .....	115	Wolf Home Products .....	219
Federated Insurance .....	672	Neuma Doors .....	539, 545	Woodgrain.....	401, 411
Feeney Inc.....	340	NOVO Building Products .....	104		
		Orgill, Inc. ....	228		

\* New LBM Expo Exhibitor

# NETWORK AND HAVE FUN!

Participate in special events and meetings and have the opportunity to win cash and prizes.



## LUNCH

**Both Days • 11:30 a.m. - 1 p.m.**  
**Free to both attendees and exhibitors**

Continue to network, but over a free plate of lunch on the show floor with everyone at LBM Expo!

## INDUSTRY RECRUITMENT DAY

**Wednesday, Dec. 6 • 9:30 a.m. - 1:30 p.m.**

**Free Event**

During this event, students come from across the Northeast to explore the various opportunities our industry has to offer them. Kicking things off, NYLE's young industry leaders will provide a panel discussion, where they share their own experience and insights on working in the LBM industry and then open it up for questions. Immediately following the panel discussion students have the opportunity to interact with participating retail and associate member employers, exchanging resumes in return for business cards and potential job opportunities.

## NYLE ANNUAL MEETING & RECEPTION

**Wednesday, Dec. 6 • 4 - 5 p.m.**

**Free Event**

See what the younger generation of LBM experts has in store for the future, hear about their achievements over the past year, and congratulate the old officers while watching the installation of the new.

## DISCOVER MOHEGAN SUN PUB TOUR

**Wednesday, Dec. 6 • 5:30 p.m.**

**Ticketed Event, \$35 per person**

Get to know your fellow attendees as you make your way through a Pub Tour of Mohegan Sun. You'll work as a team to earn prizes while learning more about entertainment and nightlife opportunities at Mohegan Sun and sampling some wonderful food and drink.

*Discover Mohegan Sun Pub Tour is sponsored by: CNYRLDA/NNYLDA/WNYLDA, MHLDA, MRLDA, NHRLA/RLDAM, NJBMDA, NYLILA, RILBMDA, and NYLE (Pub Tour Event Sponsor).*

## NRLA ANNUAL BUSINESS MEETING

**Thursday, Dec. 7 • 5:30 p.m.**

**Free Event**

Take your seat at the annual business meeting as we install new NRLA Chair Doug Ford, Curtis Lumber Company, and elect NRLA's executive committee and board of directors.

## NRLA CHAIR INSTALLATION CELEBRATION

**Thursday, Dec. 7 • 6 p.m.**

**Free Event**

After a content-packed LBM Expo, join us on Thursday evening for some delicious drinks and hors d'oeuvres as we come together to celebrate NRLA's newly installed Chair Doug Ford, Curtis Lumber Company.

*The Installation Celebration is sponsored by: Eastern New York Lumber Dealers Association*

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## Welcoming Incoming NRLA Chair: Doug Ford, Curtis Lumber

Doug Ford didn't set out to be a leader in the lumber business. From a young age, he wanted to be a teacher. Though his professional journey has taken him far from the classroom, he has still found a way to express that desire to teach through his career in the building materials industry.

As manager, part of Curtis Lumber's management team, Doug has put the teaching skills he developed at SUNY Oneonta to good use, mentoring and developing employees. His newest role, as incoming chair of the NRLA, will further allow him to flex those muscles, putting his wisdom and experience to



work for an industry that needs to build up its next generation of workers and leaders.

"My two primary goals are to help our industry with workforce development and to increase member engagement," he explains. "These are the biggest challenges facing our industry. I think our members are so overwhelmed with the labor issue that they are not participating and therefore not benefiting from the support the NRLA provides."

He notes that the networking and educational opportunities offered by the NRLA are two of the most important supports, particularly for those looking to build their employees' skills and knowledge.

"There are tremendous benefits to being part of NRLA, but you have to engage," he notes. "My professional and personal development have been significantly impacted by my involvement. Having the opportunity to work with the professional staff and the leaders in the building materials industry is immeasurable."


Doug brings a depth of experience to his new position, with more than 45 years spent in the lumber industry, much of it in leadership. While he was still a SUNY student in 1977, he accepted a part-time position at Grossman's Lumber to help pay his way through school. "I fell in love with the building materials industry

and continued working with them through college," he recalls. "I became the go-to manager when they had an underperforming store and needed someone to get the location back on track."

When Grossman's closed in 1996, he accepted the general manager position at Curtis Lumber's Ballston Spa location. His knack for both keeping customers happy and developing talent got him promoted to vice president of sales and purchasing, the role he still occupies today. His signature achievement in recent years has been the development of a Workforce Development Coalition made

up of "more than 40 professionals from various walks of life who passionately work to promote awareness about career opportunities in the trades." Doug adds, "These efforts are directed at addressing a national shortage of workers and misconceptions about work in the trades."

At the same time he joined Curtis, Doug began to get engaged with the NRLA and was asked to serve on (no surprise) the education committee. Over the course of 27 years, he has had a variety of roles in the NRLA and its Lumber and Building Material Dealers Foundation (LBMDF), including the LBMDF board of directors, the NRLA-NY legislative committee, and the NRLA executive board. He's also active in his local business community, serving as vice chair for the Saratoga Economic Development Corporation, second vice chair for the Saratoga Builders Association, and on the Saratoga/Warren/Washington Workforce Development Board.

Doug encourages the next generation of lumber leaders to follow in his footsteps. "You are never too young to get involved. You have a great career in front of you, but you need to help yourself succeed. The NRLA can be the conduit to your success by providing education, networking opportunities with some of the best in the industry, and leadership opportunities, along with so much more." 

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# Make the Most of Outdoor Spaces with These Deck Design Ideas

By Chris Brown



**B**efore we dive into the top deck trends, let's remind ourselves how a deck can benefit your customers. The benefits are endless! Here are a few of the reasons why having a deck is an amazing option for homeowners:

**It's the perfect hosting space.** If they have a gorgeous deck, homeowners can proudly invite guests into an area they know they will love being in! Plus, having a nice outdoor space is the perfect excuse to host.

**It makes for family bonding.** Families have been making memories on the back deck for decades! Campfires, storytime, or movie nights on the back deck facilitate laughter and bring family closer together.

**It's great for relaxation.** The deck is also the perfect place to chill and enjoy the outdoors comfortably, whether they want alone time or one-on-one time with their significant other. What is better than coming home after a long day and kicking back on the deck?

**It adds value to the home.** On the practical side, adding a deck or patio to the home is an investment that usually pays off. Patios and decks often recoup 100% of their building costs.



Whether the deck is large or small, there are many ways you can help your customers maximize its potential. Pros and homeowners can give a deck a quick update (or plan a total remodel) with these tips and ideas, which you can share with your clients as you assist them in designing their ideal outdoor living space:

### Covered Decks and Pergolas

Covered decks and pergolas have been one of the most in-demand features we have noticed. Homeowners are bringing the inside out, creating outdoor sitting rooms with built-in daybeds, couches, and fire features, and equipped outdoor kitchens, amongst other things. When designing a covered deck or pergola, one thing to consider is how the space flows from the inside to the outside.

### Seamless Integration

Decks have become an extension of the home, and homeowners are looking for a transition from the interior to the exterior with decking finishes that create a seamless flow. Outdoor heaters, retractable windows, and screening systems are on the rise as homeowners want to enjoy their decks all year long.

### Multi-Level Decks

Multi-level decks are also becoming increasingly popular in 2023. These decks feature multiple levels, each with its own purpose and design. For example, one level might be used for cooking and dining, while another might be a relaxing or entertaining space. Multi-level decks offer many benefits, including the ability to create different zones for different activities and adding depth and visual interest to the deck design.

### Secret Storage

Another trend that has emerged as a result of the need to maximize space is secret storage. Hidden storage compartments around the deck or patio are a great way to preserve space and store your belongings. Homeowners can use the area underneath their deck to conceal unappealing items such as utility boxes, AC units, or lawn equipment. They

could even create additional secret storage within built-in perimeter benches.

### Designate Zones

To accommodate a range of activities, builders can establish separate spaces for eating, watching movies, or soaking in a hot tub. That way, the homeowners can use each inch of their deck for a designated purpose.

### Vacation Inspiration

Sprucing up the deck can create vacation vibes all. Vacation vibes are always on trend because who doesn't want to feel relaxed, refreshed, and pampered in their backyard? To turn the deck into a favorite holiday destination, we suggest updating outdoor furniture with pieces from the same line. The resulting look will be much sleeker. Alternatively, embrace the trend for exterior drapery. Exterior drapery is being infused into many projects. The light and airy flow of drapery gives a feeling of a boutique hotel while also defining certain backyard zones.

### Investing in Outdoor Space

Investing in outdoor living space can increase a home's value and give homeowners more livable space. With the recent rapid increases in home values, homeowners are seeing a return on their investment much sooner. Before starting a project, both homeowners and contractors need to consider factors such as climate, sun exposure, and the intended use of the space.

Outdoor living spaces have become a necessity for many homeowners, and decks have evolved from being a mere hangout spot during the summer to an extension of the home. Homeowners are looking for comfort, durability, and creativity when designing their outdoor living spaces. By incorporating the latest trends, homeowners can create a comfortable and functional outdoor space to increase their home's value. **LE**

*Chris Brown is the executive vice president at Culpeper Wood Preservers. He can be reached at 270-240-0119 or cbrown@culpeperwood.com.*



# DECKING PRODUCT SHOWCASE

Photo credit: Russin



## Russin

**Contact:** Jordan Russin **Email:** jordan@russin.com  
**Phone:** 917-658-9120 **Website:** www.russin.com

### What decking products do you sell?

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### What is one product you'd like to highlight?



Have you discovered Deckorators yet? This is one composite brand that is truly different from all the rest. Mineral-based composites are a big step forward in offering a board that is stronger, lighter, and easier to work with, and their Venture line takes entry-level decking and turns it into a product you can be proud to sell. Ask

Russin how to fold Deckorators into your decking business!

## PARTICIPANTS

- BlueLinX Corporation ..... 39
- Boise Cascade ..... 35
- Britton Lumber Company ..... 37
- Coastal Forest Products ..... 34
- Culpeper Wood Preservers ..... 37
- Envision Outdoor Living Products ..... 38
- Holbrook Lumber ..... 38
- Holden Humphrey Co. .... 36
- MoistureShield ..... 39
- Parksite ..... 34
- Rex Lumber Company ..... 36
- Russin ..... 32
- Tantimber ..... 35

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# DECK. RAIL. PRE-FINISHED SIDING AND TRIM.

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Visit our AZEK and TimberTech Deck/Rail Display, Booth #401 at the LBM Expo.



### Coastal Forest Products

**Email:** info@coastalfp.com  
**Phone:** 800-932-9663 **Website:** www.coastalfp.com



**IRON WOODS**  
HARDWOOD DECKING & SIDING

#### What decking products do you sell?

No matter the style you're looking for or the products you need, you can find them at Coastal. Iron Woods tropical hardwood and Fiberon or DuraLife composite deck boards. Coastal can provide the look and feel you're looking for and get it to you when and where you need it. We'll help you bring any outdoor space to life.

#### What is one product you'd like to highlight?

Known for durability and strength, Iron Woods premium hardwood decking can withstand heavy foot traffic, harsh weather conditions, and exposure to the elements without showing signs of wear or damage. Whether you choose ipe, cumaru, red balau, or garapa, you'll build with decking material that offers a natural, elegant look and enhances the aesthetic appeal of any property. Iron Woods provides top-grade, naturally durable wood products, responsive service, reliable supply, and environmental leadership within the commercial, residential, and manufacturing industries. We strictly enforce the highest quality and environmental standards recognized by world markets today. That's why, whether they're produced in our own facilities or by partner suppliers, all Iron Woods brand products are backed by certificates of species, quality, and environmental compliance.



### Parksite

**Contact:** Paul Genest **Email:** pgenest@parksite.com  
**Website:** www.parksite.com



**TimberTech**  
BY AZEK

#### What decking products do you sell?

Parksite carries the full line of TimberTech deck boards, railing, fasteners, and accessories. More sustainable than wood, TimberTech decking is designed to resemble authentic wood species and types that deliver premium aesthetics and natural-looking composite decking, along with the largest selection of colors and textures to choose from. Engineered for performance with innovative materials technology for a cooler touch and top-rated fire resistance, TimberTech decking resists fading and staining and won't splinter, peel, crack, or rot. All decking is made in the USA from approximately 85% recycled material. Backed by a 30-year limited product and fade-and-stain warranties.

#### What is one product you'd like to highlight?

Made of a mix of high-performance and recycled polymers and reclaimed wood fibers, TimberTech Capped Composite Decking won't splinter, crack, warp, or peel. No need to sand, stain, or seal. Protective capping resists UV rays and staining and contains no wood fibers, protecting them from moisture damage like mold, mildew, and rot. Finishes include hand-scraped, reclaimed wood, rugged cathedral grain, and traditional and opaque wood looks. Capped Composite collections are made in the USA from approximately 85% recycled material. Backed by a 30-year limited product and fade-and-stain warranties.



## Tantimber

**Contact:** Pat Leary **Email:** pat.leary@holbrooklumber.com  
**Phone:** 800-833-3383 **Website:** www.tantimber.com/en



### What decking products do you sell?

Tantimber ThermoWood decking products are the epitome of modern design and sustainability. Made from sustainably sourced wood species, ThermoWood undergoes a unique heat treatment process that enhances its durability, dimensional stability, and overall aesthetic appeal. Highly resistant to decay, rotting, and warping, ThermoWood decking products are perfect for use in commercial and residential outdoor projects such as landscaping, pools, and public spaces. Tantimber's unwavering commitment to quality and customer satisfaction ensures that every decking product is carefully crafted to meet the highest industry standards, enabling architects, contractors, and homeowners alike to achieve beautiful and long-lasting results.

### What is one product you'd like to highlight?

Tantimber ThermoWood Ash Decking is an exquisite product that boasts exceptional benefits and features. This premium decking lumber has undergone a thermo-treatment process that results in enhanced durability, stability, and longevity. The unique treatment process improves fire resistance and reduces moisture content, making the Tantimber ThermoWood Ash Decking remarkably resistant to the harsh outdoor elements. The product's beautiful light brown color adds a refined and sophisticated vibe to any outdoor space, while the natural grain texture and smooth finish elevate its aesthetics to a superior level. With Tantimber ThermoWood Ash Decking, your outdoor space will be transformed into an oasis of peace and relaxation.



## Boise Cascade

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**Website:** www.bc.com/distribution



### What decking products do you sell?

We stock the full line of Trex decking. New for 2023, Trex Signature decking is setting a new standard for style in outdoor living, made with the beauty of nature in mind and available in two colors. Transcend Lineage, the next generation of design and performance, features heat-mitigating technology for the coolest decking and is available in four on-trend colors. Trex Transcend is available in six multi-tonal monochromatic colors. High-performance capped composite Select is available in two colors. For the budget-minded, there's Enhance in seven colors. We have a deck board to meet anyone's needs. Trex deck boards are available with both a grooved edge for concealed fastening and a square edge for conventional fasteners. All Trex decking is backed by an industry-leading fade, stain, and structural limited warranty. Signature, Transcend Lineage, and Transcend are 50-year, Select 35-year, and Enhance 25-year.

### What is one product you'd like to highlight?

Trex Signature decking is setting a new standard for style in outdoor living; it's the crowning achievement of Trex's decking innovation—made with the beauty of nature in mind. Distinctively durable and luxuriously crafted with eco-friendly composites made out of recycled and reclaimed materials. Signature decking comes in two colors: Whidbey and Ocracoke. Trex Signature decking is backed by an industry-leading 50-year fade, stain, and structural limited warranty.



### Rex Lumber Company

**Contact:** Ed Godek **Email:** [information@rexlumber.com](mailto:information@rexlumber.com)  
**Phone:** 800-343-0567 **Website:** [www.rexlumber.com](http://www.rexlumber.com)



#### What decking products do you sell?

Rex Lumber is your low-maintenance tropical wood decking supplier. We offer a variety of species of wood decking, both tropical and domestic, that's low-maintenance, beautiful, and durable. We feature both Accoya and Accoya Color Grey decking. Machiche and ipe are also currently in stock, and we source cumaru and garapa for your jobs. If there is another species you are looking for, we can help you source it. We can also custom mill most of the decking products we provide to meet specific needs.

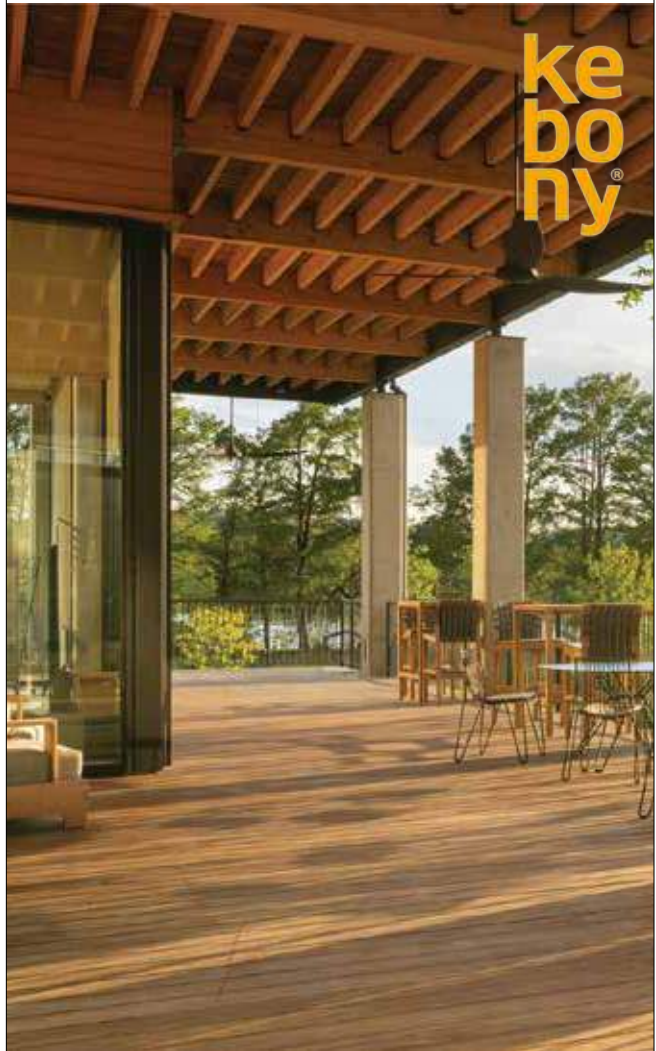
#### What is one product you'd like to highlight?

Accoya Color Grey combines the beauty of natural, sustainable wood with the advanced performance of an enhanced material to create the ultimate decking solution for America's living spaces. Colored through completely from surface to core, the gorgeous Accoya Color Grey decking delivers a premium look that fits almost any style. Thanks to its patented design and finishing process, it is low-maintenance and insect-resistant, with no coatings needed. It's also barefoot-friendly. Accoya Color Grey is sustainably sourced and non-toxic, and the best part—it's warranted against rot and decay for 25 years when used as residential decking (10 years for commercial or in Florida).



### Holden Humphrey Co.

**Contact:** Lance Humphrey **Email:** [lance@holdenhumphrey.com](mailto:lance@holdenhumphrey.com)  
**Phone:** 800-777-1053 **Website:** [www.holdenhumphrey.com](http://www.holdenhumphrey.com)



#### What decking products do you sell?

Kebony Clear dually-modified decking, Pau Lope ipe and massaranduba, ipe, garapa, ACRE decking by Modern Mill, Exodek batu, and Western red cedar decking.

#### What is one product you'd like to highlight?

Kebony Clear decking is treated to make it a more durable, cost-effective, and environmentally friendly deck board.



Britton Lumber Company

**Contact:** Brian Moses **Email:** bmoses@brittonlumber.com  
**Phone:** 802-333-4388 **Website:** www.brittonlumber.com



**What decking products do you sell?**

We stock a wide variety of decking products at our two New England warehouses. Products include pressure-treated decking, PT posts up to 8x8, stair stringers, balusters, railing, fasteners, composite decking, and much more.

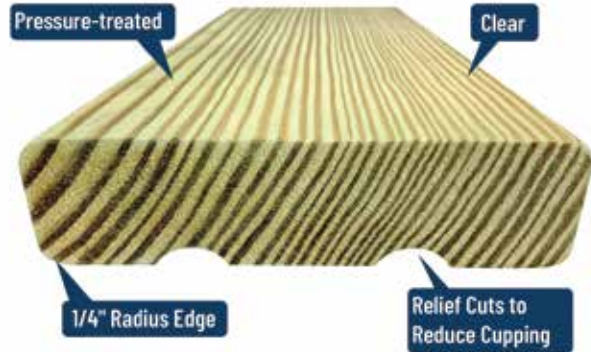
**What is one product you'd like to highlight?**

Armadillo Evolution Composite Decking is the ultimate choice for a low-maintenance, high-performance, long-lasting deck. Armadillo composite decking is wrapped on all four sides with a polyethylene protective shell to create a natural wood grain finish and protect against fading, weathering, stains, mold, and mildew.



Culpeper Wood Preservers

**Contact:** Brad Marks **Email:** bmarks@culpeperwood.com  
**Phone:** 800-817-6215 **Website:** www.culpeperwood.com



**CULPEPER  
PRODIGY  
THE ULTIMATE DECK BOARD**

**What decking products do you sell?**

5/4 decking, 2x6 decking, and Culpeper Prodigy.

**What is one product you'd like to highlight?**

Culpeper Prodigy: To make Culpeper Prodigy, we start by using Culpeper Clear and add relief cuts that run the entire length of the underside of the board. This unique profile helps reduce cupping, warping, and splitting, making this Culpeper's Ultimate Deck Board. If you want real wood at a fraction of the cost of composite decking, choose Culpeper Prodigy, the ultimate deck board.

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Holbrook Lumber

**Contact:** Pat Leary **Email:** pat.leary@holbrooklumber.com  
**Phone:** 800-833-3383 **Website:** www.sylvanix.com



**What decking products do you sell?**

Holbrook sells Sylvanix, a composite decking product that is second to none in quality, consistency, and beauty. Its Eucalyptus and HDPE cores provide a naturally resistant material to rot, mold, and insects. Its extremely tight tolerances provide a product that you can count on every single time. And its wire brush finish on its Elite Collection provides a look that is natural and beautiful. Sylvanix provides a good, better, and best option with our Elements, Destinations, and Elite Collections, respectively.

**What is one product you'd like to highlight?**

Sylvanix Elite Collection: The Elite Collection has the highest quality, consistency, and beauty in the industry. Its Eucalyptus and HDPE cores provide a naturally resistant material to rot, mold, and insects. Its extremely tight tolerances provide a product that you can count on every single time. And its wire brush finish on its Elite Collection provides a look that is natural and beautiful. Sylvanix's Elite Collection Board offers the following features: Grooved boards are two-sided with two colors: eucalyptus and HDPE core, capped on all four sides (including the groove), wire brush finish, and a 25-year warranty.

Envision Outdoor Living Products

**Contact:** Tom August  
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**Phone:** 860-886-3462  
**Website:** www.envisionoutdoorliving.com



**What decking products do you sell?**

Composite decking from Envision Outdoor Living Products is designed for style and built for performance. Envision's capped composite decking collections (Distinction, Expression, and Ridge Premium) are manufactured with proprietary Compress Technology, which provides a best-in-class bond between the high-density cap and EverGrain Core to create decking that is dense, strong, and built to last. In fact, recent testing data show that Envision composite decking has 25% better traction than the average competitor, is 19% stronger than the average competitor, and absorbs 61% less moisture than the average competitor.

**What is one product you'd like to highlight?**

Our most premium collection, Distinction capped composite decking truly sets an outdoor space apart with rich colors, bold highlights, and Envision's signature deep, non-repeating grain. The deck boards take inspiration from natural exotic hardwoods, with a wide variety of colors—Rustic Walnut, Grey Wood, Shaded Auburn, and Spiced Teak—and highlights that lend the authenticity of exotic woods found in nature. And like all Envision composite decking, Distinction deck boards are low maintenance and are resistant to staining, splintering, cracking, insects, and rot. Distinction comes in grooved- and squared-edge boards.

BlueLinX Corporation

**Contact:** Jay Pires **Email:** jay.pires@bluelinxco.com  
**Phone:** 508-399-3000 **Website:** www.bluelinxco.com



**What decking products do you sell?**

BlueLinX stocks a complete line of MoistureShield decking. Defy the storm with the strongest and only composite deck boards in the industry that can be installed in the ground, on the ground, or underwater without any structural performance issues.

**What is one product you'd like to highlight?**

MoistureShield composite decking is available with CoolDeck Technology, which helps reduce heat absorption by up to 35%. Available in the Vision and Meridian capped wood composite lines, MoistureShield is the first company to offer this heat-resistant composite decking innovation that can help you create more comfortable outdoor environments all season long. Composite decking lasts longer than wood and looks great without staining, painting, or sanding. It also resists fading from sun exposure.

MoistureShield

**Contact:** Mark Shay  
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**Phone:** 774-454-6257 **Website:** www.moistureshield.com



**What decking products do you sell?**

We offer the only wood composite deck board that can be installed in the ground, on the ground, and underwater. That's because every MoistureShield deck board is equipped with our proprietary Solid Core. Our innovation creates an impermeable barrier that fights against damage from moisture, rot, insects, and other harmful elements—all day, every day.

**What is one product you'd like to highlight?**

Step up to the future of decking with our strongest-capped wood composite board. Vision provides unbeatable moisture protection with our proprietary Solid Core Difference that enables our decking to be installed on the ground, in the ground, or underwater by creating an impermeable barrier that also fights damage from rot, insects, and other harmful elements. With our exclusive DiamondDefense Coating that resists scratches, stains, and fading, Vision deck boards also feature CoolDeck Technology, which reduces heat absorption by up to 35%.\* Choose from beautiful colors and textures that reflect the look of real hardwood while ensuring unmatched performance that is designed to last a lifetime.

Get Your Badge and Explore Aisles of Decking Products at LBM Expo 2023

**LBMEXPO.COM**

# RAILING TRENDS

## FOR 2024

By Kim Espenschied

*Aluminum railing is surging in popularity, with homeowners placing greater importance on choosing a railing system that not only complements their deck, patio, or porch but also allows for customization that reflects their personal style and needs.*

*RDI Elevation Rail is an innovative horizontal cable railing system that features a continuous top rail and adjustable pre-strung panels for easier installation—providing unobstructed views both outdoors and indoors.*



**W**ith a wide variety of outdoor railing systems available in today's marketplace, homeowners have more options than ever before when selecting a railing to complement their deck, patio, porch, and, in some cases, even their interior room remodels.

While traditional wood and white picket spindled railing were the norm for decades, railing manufacturers have fully embraced design trends that are appearing in new home construction and outdoor renovations, responding with railing systems that offer safety, less maintenance, a more modern aesthetic, greater customization, unobstructed views, and increased privacy.

RDI Avalon Aluminum Railing offers a great degree of customization—such as glass or slat infills and an adapter piece that easily creates a distinctive three-rail design.



### ALUMINUM RAILING: MODERN AESTHETIC AND LESS MAINTENANCE

Rust-resistant, powder-coated aluminum railing has seen unprecedented growth over the past few years, making it the hottest trend going into 2024. Advances in powder coating over the years mean aluminum railing can stand up to harsher environments in areas that used to rely primarily on vinyl—like coastal areas with saltwater exposure.

Aluminum railing not only provides homeowners with lower maintenance, but it also offers modern infill options—like decorative screen panels, privacy walls, cable, and glass inserts—that can elevate railing systems to a whole other level.

Manufacturers have also seen a marked increase in the use of aluminum railing in new construction as home designs trend toward more modern, sleek styling. “The use of black aluminum railing in new home builds is reflective of a relatively new exterior design trend that uses black accents in places that traditionally were white—like window frames, window grilles, and framing around entryway doors,” says Patrick Bertke, industrial designer at Barrette Outdoor Living.

### HORIZONTAL RAILING: UNOBSTRUCTED VIEWS

For properties that back up to open lands or feature extensive landscaping, homeowners are seeking railing options that provide unobstructed views, allowing nature to be on full display while also providing a clear site line for active kids and pets.

“Homeowners don’t want to be boxed in while sitting on their deck—they want to soak in the views,” says Matthew Bruce, vice president of sales at Barrette Outdoor Living.



RDI Privacy Rail uses mixed materials to provide a modern look while offering the option of increased privacy for outdoor spaces.

Aluminum railing systems that feature stainless steel cable infills are a great way to provide open views and a modern industrial style. Composite railing systems—that offer the look of wood but resist moisture, mold, and warping—are also embracing the cable infill trend.

Steel railing with horizontal rods is yet another alternative that provides unobstructed views with an innate ability to blend into its surroundings. Trending heavily in drier climates and on the West Coast, steel railing is also a popular choice for interior applications.

### PRIVACY RAILING: VERSATILITY AND STYLE

For homeowners in suburban or urban areas where properties may sit closer together, privacy may be more of a concern than open views. As the trend of moving indoor spaces outdoors continues into 2024, the need to establish some level of privacy around these spaces—which are often decks or patios—is important for many homeowners.

Mixed-material railings that offer versatility by combining aluminum framing and vinyl infill boards can provide complete seclusion, while framing systems that incorporate decorative screen panels can create a distinctive semi-private design.

“Integrating decorative screen panels into railing products has been a great way to provide a high-end, customizable product that provides an easy way for homeowners to maintain some privacy while showcasing their creative style,” says Bruce. **LE**

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*Kim Espenschied is Communications Manager at Barrette Outdoor Living, a division of Oldcastle APG. A seasoned writer, creative director and marketing professional, she has published articles on topics in a variety of industries, including manufacturing, healthcare and nonprofit.*

# RAILING

## PRODUCT SHOWCASE



Photo Credit: BROSCO



### BROSCO

**Contact:** Tim Curran **Email:** tcurran@broSCO.com  
**Phone:** 978-475-7100 **Website:** www.broSCO.com

#### What Railing products do you sell?

BROSCO stocks a complete line of railing options to meet the needs of your next project, or you can ask about our factory order specials. You can find all our railing systems in the BROSCO Book of Designs: Extruded PVC: INTEX (Dartmouth, Hampton, and Liberty); Cable: Vista aluminum cable railing, DSI VertiCable, and Crown Heritage cable systems; Aluminum: DSI Westbury (Tuscany, VertiCable, and ScreenRail) and INTEX Liberty Black Baluster; Vinyl: DSI TRX; Handrail: DSI CHR aluminum continuous HandRail; and Glass: INTEX.

#### What is one product you'd like to highlight?

This horizontal cable railing system has an innovative and stylish design yet is amazingly simple to assemble. Vista also offers a web-based quote tool to make the quoting and ordering process easy and simple to understand. In stock at BROSCO: online quote tool; stainless steel hardware and cable; posts pre-drilled with pre-threaded holes; fully assembled posts; clean and simple connections; no special tools required; premium powder coating; textured black posts; and ADA-complaint graspable aluminum handrail.

## PARTICIPANTS

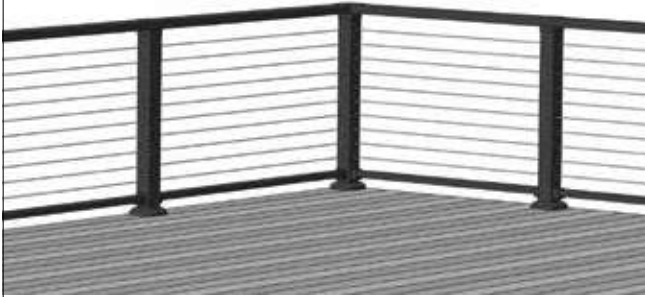
- Atlantis Rail Systems.....43
- BlueLinx Corporation .....47
- Boise Cascade .....45
- BROSCO.....42
- Coastal Forest Products.....43
- Holden Humphrey Co. ....47
- Key-Link Fencing and Railing.....46
- Parksite .....46
- RDI Railing.....44
- Russin.....45
- Woodgrain .....44

● LBM Expo 2023 Exhibiting Company (as of 9/29/23).



## Atlantis Rail Systems

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# ORION II

### What Railing products do you sell?

Atlantis Rail offers a complete line of stainless-steel and aluminum cable railing and glass railing systems, including the RailEasy, HandiSwage, Spectrum, NOVA, ORION, and SunRail systems. This innovative collection of low-maintenance railings offers unobstructed views capable of fitting any indoor or outdoor, commercial or residential design.

### What is one product you'd like to highlight?

Atlantis Rail has launched the new ORION II System. This cable railing system features a powder-coated aluminum framework combined with horizontal stainless steel cable infill. The framework is made up of 3" x 3" posts, a standard bottom rail, and a flat continuous top rail. It is a perfect blend of simplicity and style. The combined benefits of a modular framework featuring high-quality powder-coated aluminum components mixed with the beauty of stainless-steel cable infill make this system a popular low-maintenance choice. The simple design allows installers to handle a variety of rail transitions using a small set of adaptive rail fittings.



## Coastal Forest Products

**Email:** info@correctbp.com **Phone:** 800-932-9663  
**Website:** www.coastalforestproducts.com



### What Railing products do you sell?

Coastal offers a variety of aluminum, composite, and PVC railing options from trusted brands like Fairway, Fiberon, Barrette, and INTEX that will enhance the curb appeal and safety of your outdoor environment. Personalize your appearance and functionality with enhanced infills, posts, caps, lighting, hand railing, gates, and hardware. Coastal can help you bring any outdoor space to life.

### What is one product you'd like to highlight?

The Fairway cellular PVC P300 Series consists of railings that feature an aluminum-reinforced top and bottom rail to increase security and stability. The P300 series is extremely resilient to extreme weather conditions. The cellular PVC structure allows for minimal expansion or shrinkage at extreme temperatures, improving the railing's ability to withstand weather effects and increasing its lifespan. Extremely customizable, railing heights range from 36" for residential builds and 42" for commercial projects, while you can select from 6" and 8" railing lengths for level and stair sections. Equipped with a number of infills, you can choose from horizontal cabling, round aluminum balusters, square cellular PVC balusters, or 4" glass slats to customize rails to your designs. While only available in white, cellular PVC can be easily painted. The design is important, so hidden stainless steel fasteners improve durability without affecting the look of the railing. Each railing has been crafted to meet IRC and IBC standards.



## RDI Railing

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**Phone:** (774) 454-6257 **Website:** www.rdirail.com



### What Railing products do you sell?

RDI Railing is available in vinyl, aluminum, steel, and composite—with its ability to mix-and-match, it allows for a wide range of customized options. RDI Railing products feature a variety of infill options, including modern cable, contemporary glass, design-forward Decorative Screen Panels (DSPs), and traditional balusters.

### What is one product you'd like to highlight?

Available in pre-assembled kits that can install 38% faster than the leading competition\*, Elevation Rail requires no special tools or fasteners and features the OneTen built-in tensioning control system, which eliminates the need to tension each cable individually. With pre-strung cables and adjustable panels that span up to 6' wide, Elevation Rail offers unobstructed views and a continuous top rail for both level and stair applications.

*\*Based on a 12' x 18' deck with 8 posts and 7 panels (Elevation installed 49 minutes faster than a competitive cable railing install of 129 minutes).*



## Woodgrain

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**TimberTech**  
RAILING  
BY AZEK

### What Railing products do you sell?

Woodgrain is the only one-stop-shop distributor in the Northeast to deliver AZEK TimberTech's deck, rail, trim, bevel, and pre-finished siding. The railing category delivers design and performance in composite, PVC, and metal railing collections. Customize railing offerings with high-quality materials at any price point, from entry level to premium, backed with the TimberTech brand name and a 25-year warranty to give your customers peace of mind.

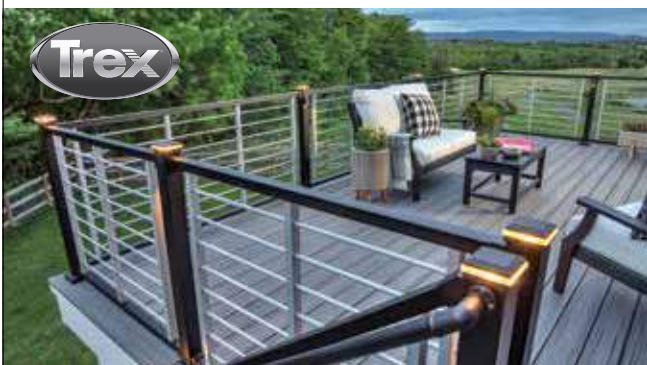
### What is one product you'd like to highlight?

TimberTech's Impression Rail Express vertical cable rail has a sleek, minimalist design while being strong and functional. The product comes as pre-assembled aluminum panels for fast and easy installation; choose between Classic, Drink Rail, or Modern Top Rail options. Stainless steel cables feature no exposed hardware with TimberTech's hidden fastener system. Impressions Rail Express Vertical Cable Rail is the perfect railing choice for unobstructed views; the design provides minimal sightline intrusion.



## Boise Cascade

**Contact:** Westfield, MA; Jeremy La Russo, Greenland NH; David George  
**Email:** jeremylarusso@bc.com, davidgeorge@bc.com  
**Phone:** MA: 877-462-6473; NH: 603-334-5650  
**Website:** www.bc.com/distribution



### What Railing products do you sell?

We stock and sell the full Trex railing line. Trex Signature Rod Rail is available in three colors and is easy to install; no special tools are required, and there's no need to re-tighten each run. The Trex Signature aluminum railing's sleek minimalist design lets the view through. Like all Trex products, Signature Railing is manufactured in the USA and is backed by a Trex 25-year limited warranty. The Trex Transcend composite railing is available in six colors with the ability to mix colors and components for custom, perfectly coordinating, and complementing designs. The extremely fast and simple installation engineered into the Transcend railing does not come at the expense of clean aesthetics or quality. The existing Select Railing will be branded "Select Classic" and will transition to a full-span 6' and 8' rail. The new Select T-Rail is available and positioned as our entry-priced rail with white square composite balusters or as an upgrade with black round aluminum balusters, both as a full-span 6' and 8' rail. It's a popular look, and it's a price-competitive upgrade from vinyl.

### What is one product you'd like to highlight?

Trex Signature Rail is Trex's premium railing line; it combines effortless style with exceptional strength. Incredibly sleek and remarkably strong, Trex Signature celebrates the refined beauty of negative space. Choose from four infill options: rod rail, glass railing, mesh railing, or traditional balusters, to complement matte, powder-coated aluminum rails and posts. Signature railing is manufactured in the USA and is backed by the Trex 25-year limited warranty.



## Russin

**Contact:** Jordan Russin **Email:** jordan@russin.com  
**Phone:** 917-658-9120 **Website:** www.russin.com



### What Railing products do you sell?

Russin distributes Deckorators ALX contemporary and cable rail, MPX composite railing, Invisirail glass railings, and Admiral railing systems in vinyl. We also offer rail components in Western red cedar, ipe, and other hardwoods!

### What is one product you'd like to highlight?

Glass railing systems are a pain. We make it easy! Invisirail will handle your takeoff and drop-shipping of the product straight to the jobsite. With a wide offering of post options, spigots, and virtually limitless design flexibility, there's virtually nothing we can't say yes to. Stop fussin' with glass rails; just call Russin!

Parksite

**Contact:** Paul Genest **Email:** pgenest@parksite.com  
**Website:** www.parksite.com



**What Railing products do you sell?**

Parksite offers the full line of TimberTech aluminum, PVC, and composite railing systems. Each system is easily customizable with a variety of top rail and infill selections, making for endless style possibilities. Impressions Rail Express minimalist profile with pre-assembled aluminum panel keeps sightlines clear and install time short. RadianceRail Express is a mix of recycled wood and plastic fibers, offering easy ordering and installation with the Smart Set Kit, which includes everything needed to build the railing in one kit. Complementary accessories, such as post caps and lighting, are available. All railing is backed by a 25-year limited product warranty.

**What is one product you'd like to highlight?**

TimberTech's composite railing series is available in three new matte finishes: black, espresso, and white. Matte finishes absorb light without reflecting it, making for a glow that doesn't have a harsh reflective plastic appearance. Color shines through and won't be watered down by the light reflection. Composite Series railing is a mix of high-performance polymers and recycled wood fibers for impressive durability. This collection offers the most customization and style options. Easy to maintain and made with up to 50% recycled material, matte colors are covered by one of the industry's only 25-year fade and stain limited warranties.

Key-Link Fencing and Railing

**Contact:** Pat Leary **Email:** pat.leary@holbrooklumber.com  
**Phone:** 800-833-3383 **Website:** www.holbrooklumber.com



**What Railing products do you sell?**

Holbrook carries Key-Link aluminum railing, an excellent product from an American company that specializes in deck railing. Holbrook stocks the American Series railing, or the Chesapeake Series drink rail with traditional balusters, or the very popular horizontal or vertical cable. They also stock the slim-profile Outlook Series with traditional balusters. All series are available in textured black, textured white, or textured bronze, with a variety of other colors available through special order. Holbrook also carries Key-Link's fascia mounting brackets, which allow railing to be fascia mounted for additional surface space on decks or balconies.

**What is one product you'd like to highlight?**

Key-Link horizontal cable railing is one of the easiest horizontal cable railings to install and provides solutions for angles, custom bent sections, crossover railing, or any installation challenge a contractor could present. The railing is manufactured in the USA, and Key-Link even makes the stainless steel cable fittings in-house at their Pennsylvania plant. In addition to its versatility, Key-Link's cable railing is extremely high-quality, with thick-walled posts and a PCI-4000-certified powder coating for long-lasting protection. Holbrook reps are Key-Link cable railing experts and are happy to walk any customer through a cable railing takeoff or their first cable railing job!



BlueLinx Corporation

**Contact:** Jay Pires **Email:** jay.pires@bluelinxco.com  
**Phone:** 508-399-3000 **Website:** www.bluelinxco.com



**What Railing products do you sell?**

BlueLinx stocks MoistureShield Discovery and Navigator Solid Core Composite Railing as well as MoistureShield Compass aluminum railing. MoistureShield railings are lightly textured with a durable finish and come with a lifetime limited warranty.

**What is one product you'd like to highlight?**

MoistureShield Discovery Series composite deck railing offers a traditional breadloaf profile with a smooth, glossy finish. Add the optional deck board adapter to create a flat cocktail rail for added style and convenience. Featuring concealed fasteners and two infill style options, it is offered as a complete kit, including top and bottom rails, infill, and brackets. The Discovery Series gives you everything you need between the posts for a clean, finished look.



Holden Humphrey Co.

**Contact:** Lance Humphrey **Email:** lance@holdenhumphrey.com  
**Phone:** 800-777-1053 **Website:** www.holdenhumphrey.com



**What Railing products do you sell?**

We sell ExoDek red balau balusters and ipe balusters.

**What is one product you'd like to highlight?**

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# FASTENERS 101

By Linda Graziano



Nails and screws are used in almost every part of construction—residential or commercial, new build or remodel, from foundation to roof and finish.



How much does your team really know about fasteners?



A basic understanding of the category and a few key points can create cross-sell and even upsell opportunities with every pro job or DIY project that comes through your door.

Let's start with the basics. Nails and screws have a lot in common:

- Both are typically made of steel. Wire rod is pulled, shaped, and finished to the desired style.
- Both can also be made of stainless steel. Stainless steel has an increased resistance to corrosion.
- Both are known by how they are most commonly used.
  - o Roofing nails, drywall nails, finish nails, framing nails, deck nails
  - o Drywall screws, deck screws, trim screws

## KEY DIFFERENCES, IN GENERAL:

- **Material:**
  - o Nails are for use with wood. Hardened nails can be used with concrete because they are less likely to bend.
  - o Screws can also be used with wood and concrete, in addition to plastic, steel, and other harder or more brittle materials. Screws are better for smaller or thinner materials because they are less likely to cause splitting.
- **Equipment:**
  - o Nails are driven by force, usually a hammer or pneumatic tool (more common today).
  - o Screws require a screwdriver or drill with a tip or bit that fits the specific screw. Using the wrong bit can damage the screw, if it works at all.
- **Performance:**
  - o A smooth shank nail will have the least amount of pull-out resistance. A screw designed for wood with deep threads with a knurled shank will offer the greatest holding power.

- o Nails are usually not meant to be removed; removal can damage the surface of the material, the nail, and the hole. Screws can often be removed with no or minimal damage to the surface, to the screw, or to the hole.

## CORROSION:

- A steel nail or screw without additional treatment has minimal protection against corrosion.
- Corrosion can lead to staining, discoloration, and fastener failure.
- Exposure to moisture, naturally occurring wood tannins, treated lumber, saline (salt), and other chemicals can all cause corrosion.
- Fasteners should be coated or otherwise treated for protection.
- Nails will often be galvanized (a zinc-based coating).
- Screws may have a polymer or epoxy coating, which won't clog the threads or drive as a thick galvanized coating might.
- Stainless steel provides the greatest resistance to corrosion and is often the only type of fastener recommended when working with certain materials or environments.

## APPLICATIONS:

Different types of nails and screws have characteristics that work best for their expected use.

- Larger or oversized heads prevent the fastener from pulling through thin materials. Think roofing/siding, drywall, and HVAC ducts.
- Small heads have minimal holding power but are easier

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to conceal. Think finish and trim work.

- Sharp-point screws are for use with wood or light-gauge steel. Self-drilling screws “drill” into heavier-gauge steel.
- Wood screws should be designed specifically for use with wood. True wood screws are not drywall screws with a protective coating applied.

### ASK YOUR CUSTOMER QUESTIONS ABOUT THEIR PROJECT:

- Ask what environment the fasteners will be used in. Corrosion is possible outdoors, in a kitchen or bathroom, and near the ocean. Be sure to recommend nails or screws appropriate for that application. The coating or finish should be clearly identified on the packaging.
- Stainless steel provides the greatest resistance to corrosion. Recommend stainless steel if your customer is working with high-tannin wood, near pools or sea water, and/or anytime extended protection is valued.


### TEST YOUR KNOWLEDGE:

- Can nails and screws be used for the same application? Yes or No?

- Should you use nails for thin or small materials? Yes or No?
- What is the better choice if the fastener may need to be removed in the future?

### NAILS OR SCREWS?

- What material would you want to use for resistance to corrosion if installing exterior siding on the ocean?
- What size nail heads would you want to use if installing moulding? Large or Small?

We have barely scratched the surface in discussing the fastener category, but we hope you picked up a few pointers to instill more confidence when discussing nails and screws with your customers. 

*Linda Graziano is the senior director of product management for Huttig-Grip fasteners. Huttig-Grip Fasteners from Woodgrain are the core brand for nails, screws, and collated fasteners. Easy-to-understand packaging eliminates the guesswork from finding the right fastener and helps guide and support the fastener selection process. Our trained outside sales professionals are available to answer any questions about Huttig-Grip and can guide you through your company's and your customers' fastener needs.*



# FASTENER PRODUCT SHOWCASE

Photo Credit: Holden Humphrey



Holden Humphrey Co.

**Contact:** Lance Humphrey **Email:** lance@holdenhumphrey.com  
**Phone:** 800-777-1053 **Website:** www.holdenhumphrey.com



**What deck fastener products do you sell?**

We sell Kebony Fastenator hidden deck clips and Pro Plug system, DeckWise hidden deck fasteners, DeckWise plugs, and plugs for ACRE by Modern Mill.

**What is one product you'd like to highlight?**

Kebony Fastenator hidden deck fasteners are made to work with our newest line of decking, Kebony Clear.



## PARTICIPANTS

- Boise Cascade .....54
- Corus Fastening .....54
- Holden Humphrey Co. ....50
- Mutual Screw & Supply .....55
- Parksite .....52
- R.A. Graham Co. Inc. ....52
- Woodgrain .....55

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Some of the standard sizes that are typically available in decking include:

3/4 x 3 1/2"

1 x 3 1/2"

1 1/2 x 3 1/2"

5/4 x 4"

3/4 x 5 1/2"

1 x 5 1/2"

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Contact: Amy Rushford Email: amy@ragraham.com  
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### What deck fastener products do you sell?

R.A. Graham sells a full line of screws and fasteners, including composite deck screws, cement board screws, and more. A large selection of screw products is stocked in the warehouse.

### What is one product you'd like to highlight?

Screw Products Axis Screw is a general structural screw. The Fast Start Tip is extra sharp, saving time on site, and the Twin Blades outperform any other knurl. The turbine ribs ensure an incredibly clean finish. Its cup-shaped countersinking provides unparalleled holding power and less risk of splitting. It's available with ZYTEC XT corrosive protection coating, which is a three-step coating process, for exterior use. Also available in stainless steel and ZYTEC (zinc process for interior use).



Parksite

Contact: Paul Genest Email: pgenest@parksite.com  
Website: www.parksite.com



### What deck fastener products do you sell?

Parksite offers fasteners, hidden fastener systems, screws, caps, and tools for PVC, composite, wood decking and trim, structural lumber, hard and soft wood, treated lumber, and building envelopes. Decking Fasteners: Cortex concealed fasteners; ExoDek QuickClip for grooved hardwoods, softwoods, PVC, and composite; ProPlug concealed fasteners; Tiger Claw deck fasteners; Headcote to match TimberTech deck; Deckfast for composites; HidFast guns and fasteners; CAMO hidden deck fastening system. AZEK Trim Fasteners: Cortex trim fasteners, Cortex collated fasteners. General Fasteners: TimberLok heavy-duty wood screw, LedgerLok ledger board fastener, TrussLok engineered wood fastener, HeadLok heavy-duty flathead fastener, and ThruLok screw bolt fastening system.

### What is one product you'd like to highlight?

ExoDek QuickClip System by Nova is the only deck board clip system designed for natural expansion and contraction. Perfect for grooved hardwoods, softwoods, PVC, and composite decking. Faster than traditional fasteners. It helps prevent checking and splitting by screwing into the joists, not through the deck boards. Made from glass fiber-reinforced nylon to withstand the elements for maximum longevity. Allows deck boards to rest just above the joists, encouraging airflow to help prevent mold and rotting.



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## Boise Cascade

**Contact:** Westfield, MA; Jeremy La Russo, Greenland NH; David George  
**Email:** jeremylarusso@bc.com, davidgeorge@bc.com  
**Phone:** MA: 877-462-6473; NH: 603-334-5650  
**Website:** www.bc.com/distribution



### What deck fastener products do you sell?

We sell Trex Universal Concealed Fasteners as well as the Trex Start Clip. We also sell the entire complement of FastenMaster products that work with Trex deck boards. For concealed fastening, we stock the Collated Cortex plug system and the Cortex for Trex Fascia plug system designed specifically for fascia boards, TC-G steel clips packaged with screws for a conventional installation, as well as buckets and “scrails” for use with the pneumatic gun. In addition, we stock FastenMaster TrapEase 3 screws, color-matched for all 21 colors of Trex deck boards, as well as TrapEase for Trex Fascia. To assist in concealed fastener installations, we sell a Trex router bit for on-site grooving of square-edge boards.

### What is one product you’d like to highlight?

The Tiger Claw TC-G Clip system is the fastest and easiest way to hide fasteners on grooved decking. The clip’s sharp prongs embed into the upper portion of the groove for strong holding power. The stainless steel screw ensures a lasting connection between decking board and joist. It’s available in a hand-driven or pneumatic gun installation method. Spacer tabs on the clip automatically gap the decking by 3/16” for a consistent look. TC-G clips are made of long-lasting 304 stainless steel. Comes with a 25-year warranty.



## Corus Fastening

**Contact:** Kimberly Milani  
**Email:** kim.milani@corusfastening.com  
**Phone:** 954-496-6188 **Website:** www.corusfastening.com



### What deck fastener products do you sell?

Hot-dipped galvanized and brite plastic stick nails for framing decks. This includes a 3” x .120” smooth and a 2-3/8” x .113” ring, among others.

### What is one product you’d like to highlight?

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### What deck fastener products do you sell?

We carry a full line of zinc-plated and stainless steel fasteners, including lags, carriage bolts, nuts, washers, sheet metal screws, and anchors. Our organization offers products in either convenient boxed packaging or bulk packaging to fit our customers' needs.

### What is one product you'd like to highlight?

Our specialty is our packaged goods division, which has reliably supplied lumberyards and hardware stores in a price-conscious and convenient manner for 75+ years.



## Woodgrain

**Contact:** Selene Byron **Email:** sbyron@woodgrain.com  
**Phone:** 401-489-5014 **Website:** www.woodgrain.com



## HUTTIG-GUARD™

### What deck fastener products do you sell?

Huttig-Guard exterior wood and deck screws and Huttig-Grip stainless-steel screws and nails.

### What is one product you'd like to highlight?

Huttig-Guard platinum exterior wood screws are designed from head to tip for fastener penetration and a cleaner finish. Star drive for better bit engagement. Double countersink flat heads for ultimate seating. Coarse, serrated threads with knurled shanks require less torque without sacrificing holding power. Type 17 long-point drills into wood while moving debris out of the hole. Limited lifetime fastener for installer and homeowner peace of mind. Available in bronze and green finishes, 1-lb. and 5-lb. packaged programs, buckets, and bulk boxes.

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# Announces Advocacy Day 2024

By Nicolina Schonfarber

*ABMA is excited to announce that our 2nd Annual ABMA Advocacy Day will take place from Tuesday, April 23 to Thursday, April 25 in Washington, D.C.*

## Schedule of Events

### Tuesday, April 23:

An issues briefing will take place in the afternoon, from 3 to 5 p.m., in the Hamilton Ballroom at the Hamilton Hotel. The briefing will be followed by a cocktail hour and a group dinner at a location to be determined.

Understanding that the success of congressional meetings hinges on how well attendees are not only comfortable discussing the issues but also comfortable with each other, we are making changes to the briefing structure in 2024. Instead of a smaller classroom lecture layout, the briefing will take place in a larger ballroom, where attendees will be seated at roundtables with other members from their state.

Like last year, ABMA staff will present the issues and review information in the attendee information packets with the group. However, in 2024, time will be allotted in between each legislative issue for in-depth discussions among the smaller groups seated at the tables.

The hope of making this change is that this structure will encourage more candid and meaningful conversations about the legislation and why it matters. Having the opportunity to ask questions and share personal examples will enable the group to build stronger relationships. This will lead to more confidence during meetings on the hill. Confidence fosters authenticity, and authenticity makes way for deeper, more meaningful conversations on the Hill.

### Wednesday, April 24:

Our “Day on the Hill.” Attendees will enjoy breakfast before heading to Capitol Hill for prescheduled meetings with their congressional representatives and senators.

Following the congressional meetings, there will be a group debrief over appetizers and cocktails (location TBD). During my undergraduate studies at Hartwick College, my roommates and I loved asking each other the question: “What did we learn?” So much so that it became an end-of-semester

tradition. After finals were over, and right before we hopped in our cars to head home, we would sit together one last time to list the newest life lessons we would be taking with us. Drawn from recent experiences, some of the answers were funny, others more serious or thoughtful, and the best responses were a mix of all three.

So, in that spirit, we’ll share what we learned from Advocacy Day 2023 and how to improve in 2024!

From there, everyone will be on their own for dinner and/or to explore the city.


### Thursday, April 25:

We head home knowing that we’ve done a great job advocating for our industry!

### Lodging:

ABMA has reserved a hotel block in downtown D.C. at the historic Hamilton Hotel. This is a new hotel location! Listed on the U.S. National Register of Historic Places, the Hamilton Hotel is situated across from Franklin Square, a few blocks away from the Lafayette Square Historic District and a short walk from the White House and the National Mall.

Located a mile and a half from Capitol Hill, attendees will have multiple options for transport to and from congressional meetings. Those who decide to walk will take a scenic route through Penn Quarter, a high-energy central area filled with restaurants, music venues, and shopping complexes, as well as museums such as the National Portrait Gallery.

Our discounted hotel rate is \$329/night and includes breakfast from the hotel’s restaurant, Via Sophie. 



For more information on ABMA Advocacy Day, how to register, and securing your stay, visit our website at [ABMAlliance.org](http://ABMAlliance.org).

We look forward to seeing you there!

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# DEVELOPING THE NEXT GENERATION OF LBM

By Corbin Rinehart

The topic of attracting, acquiring, and retaining next-generation talent has been one of the most talked about in the LBM industry for the last five years or more and will continue to be at the forefront in the future. It's no secret that our workforce at the retail lumberyards, wholesale distributors, manufacturers, and builder/contractor levels is aging, and we are losing employees to more technology-based career paths.

In my 10 years with Windsor Mill/WindsorONE, I've made it my mission to help develop that next generation as much as possible and try to bring new faces into our beloved industry. This development comes through spending time at local trade schools, talking to junior and senior carpentry students; time at the high school level, presenting to business classes about how they might fit into the LBM industry; and time at my alma mater in the Penn State Forestry and Wood

Products department, trying to further highlight where graduating seniors might find a home base for their careers. Furthermore, 10 years of involvement in the NYLE (North American Young Lumber Employees) organization has provided a great opportunity to grow business relationships and friendships, and converse with the next level of incoming LBM talent.

As I enter my 13th year in the LBM industry, I look back at the things I've tried to instill in our next generation, attempting to attract them to our workforce. What can the collective LBM community be doing to bring in this next crop of talent? This mission begins with educating all parties in the industry that we all know and love and the WHY we love it so much! I may not harness the tenure of many of you reading this, but it is very well known that many of our colleagues love this industry so much that they have dedicated their lives to it, professionally and socially. We need

to be passing that on as an influential message to the next generation.

**As a start, here are three things that should be top of mind when conversing with and developing the next generation:**

- **Relationships:** When polling a room of LBM professionals that have 10+ years of tenure in our industry, what keeps them coming back? Relationships are almost always No. 1. The networking that goes on in our industry to the level of major lifelong friendships is unwavering. How many of your customers, employees, vendors, competitors, etc. have you sat down with and enjoyed a meal or beer with over the past year? How many of those conversations go beyond "work" topics and dig into your personal lives? These business friendships not only make our businesses work better together and create stronger bonds, but they




should also be used as a recruiting tool! Who wouldn't want to work with their friends 24/7/365? People buy from people they like! Utilize this strength when talking to the next generation.

- **Upward Mobility:** We all start at the bottom of the food chain or are trained to know most aspects of our business operations from the ground floor. When I started in the hardwood business fresh out of college, the first six months were spent in the woods with the foresters and in the mill sorting, grading, and processing lumber. At the time, I wondered why!? But as time went on, understanding those aspects of the manufacturing process created a level of understanding that was invaluable. The same goes for learning how to keep the yard clean, load trucks, plan daily shipments, etc. All these ground-level operations can be the

universal building blocks to catapult a new LBM employee up the chain to sales, marketing, management, etc., and this needs to be explained in the very first conversations with the next generation. With our aging workforce comes opportunity, and what better way to show value in the industry than by showing room for future growth?

- **Sales Acumen/Business Skill Development:** Explaining to a carpenter or yard worker that someday they may have the opportunity to help project manage or become a yard foreman/sales manager is a challenge, but every aspect of each role has some person-to-person conversational development involved. Each interaction can be a learning opportunity to better that employee's skillset. Helping these next-generation talents know their value is also a big part of the conversation and where they can find and develop career mentors in

our LBM industry. Get them talking to their peers in your business or peers at one of your vendors or customers.

When it comes to the next generation, if everyone reading this takes 15-20 minutes per week and puts it toward helping develop an employee, customer, vendor, potential new hire, etc., we can help things move forward more smoothly and continue to grow the industry that we all know and love. Also, if there is anyone within your organization or a potential employee who wants to learn more about the opportunities in our industry or with the NYLE organization, please feel free to reach out to me or one of the NYLE board members, as we would be happy to help! 

---

*Corbin Rinehart is in charge of Business Development and the "Resident Wood Nerd" at WindsorONE | Windsor Mill. He can be reached at [corbin@windsorone.com](mailto:corbin@windsorone.com).*

# INFLATION AND PROPERTY VALUES: 4 Steps to Fortify Your Business

By Stephen Hicks



All of this directly impacts many aspects of a lumber company's property insurance coverage. We have seen property valued at \$1 million three years ago valued at \$3 to \$4 million today. This valuation includes factors like rising replacement costs for property and inventory, along with increasing business interruption expenses.

Adding to the complexity of the problem is the increased risk of weather-related property damage. In the first half of 2023 alone, severe convective storms created nearly \$37 billion in global losses—an all-time record, according to Aon's Global Catastrophe Recap. Ninety-five percent of those losses occurred in the U.S.

## How to Protect your Business

This combination of market and weather forces makes it imperative for lumber operators to obtain the most accurate and current valuations of their inventory and businesses.

## To ensure your business is adequately protected, consider these four best practices:

- 1. Be proactive:** Don't wait until your carrier calls you to start the discussion. Instead, reach out to your agent or broker. They will rely on you to be the expert on your business. Provide them with details about your property and your inventory, including any recent changes such as inventory surges, new buildings, or significant capital improvements. Then, ask your insurance advisor to give you a Statement of Values that you can sign off on.

**M**ost lumber business owners already understand the many ways that inflation has impacted their companies. In their world, it is no secret that prices for building materials and labor have risen on average by about 36% over the last three years alone, according to the U.S. Bureau of Labor Statistics Producer Price Index (PPI).

But these price increases don't just affect the cost of inventory and the product prices that companies charge their customers. They also impact the amount lumber operators will have to pay to rebuild their businesses in the event of wind, hail, or fire damage. That's why it's imperative for business owners to update their property values and avoid a potential case of sticker shock after filing a claim.

## What's Driving the Increases?

While we often see inflation expressed as a nationwide percentage, specific inflationary pressures vary widely among sectors. The cost of reconstruction is a prime example.

Those costs vary depending on the type of structure being rebuilt. For example, costs on new schools have risen about 30% over the past three years, but costs on new warehouses are

up above 45%, according to the PPI.

Underlying these cost increases are both labor and building materials. While softwood prices have returned to earth, concrete prices are up 25% over the past three years, gypsum wallboard is up 45%, and structural steel is up almost 55%. Increases may be leveling off from recent historic highs, but overall costs remain greatly elevated from pre-pandemic levels.

**2. Review your inventory limits:**

Make sure your policy covers the cost of inventory replacement. Pay particular attention to commodities you store that have undergone the greatest amount of price volatility.

**3. Consider your building contents and equipment costs.**

While inflation has been the biggest driver of property values over the past three years, ongoing supply chain complexities are another complicating factor. This impacts rebuilding costs and lengthens the potential restoration period for your business. For example, we have seen equipment that had a four-month lead time pre-pandemic have a one-year lead time now due to labor fluctuations, production impacts, and delivery bottlenecks.

As you review your policies with your carrier or broker, be sure that your equipment limits will still cover you in the event of a loss. Also, evaluate your business interruption coverage and ensure it reflects today's realities.

**4. Reduce your risk:** The basic equation insurers use to develop your premium is rate multiplied by exposure. As values (exposures) increase, premiums increase commensurately. The more steps you can take to reduce your risk, the more likely you will be to mitigate rate increases, which are happening across the industry as well. Working alarms and sprinkler systems, updated roofs, new wiring, and other infrastructure improvements are proven risk mitigation steps.

Another wise approach is to explore

the potential benefits of receiving FORTIFIED™ Commercial designation for some or all of your buildings. This program, conducted by the Insurance Institute for Business and Home Safety, offers a set of requirements designed to strengthen new and existing commercial buildings against severe weather.

While inflation is an unfortunate new reality, it shouldn't create vulnerabilities for your business. By collaborating with your insurer and right-sizing your property values, you will gain peace of mind knowing that you are covered in the event of a loss. **LC**

*About the Author Stephen Hicks, of Pennsylvania Lumbermens Mutual Insurance Company, is an assistant vice president of underwriting. He can be reached at shicks@plmins.com or by phone at 267-825-9138.*



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# LOST IN COMMUNICATION

By Tom Zimmerman

**R**elationships, business, leadership, culture, and so many other key facets of life revolve around communication. Those who understand how to communicate, and the impact of communication, can shape relationships and build an allegiance of supporters. Those who don't struggle to get their points across and often leave others feeling empty or frustrated.

How we communicate is often as important as what we communicate. The Mehrabian Theory, also referred to as the 7-38-55 rule, is an illustration of this. According to this theory, 7% of a message's delivery comes from the words themselves, 38% from the message's tonality (the way the message sounds, the pace of the dialect, and voice inflection), and 55% from the message's visual delivery through eye contact and other body language or visual cues.

Now, the teaching and practicing of communication is often done to develop the skills of the person delivering the message. Consider all the courses, books, and tools available to develop one's writing ability (business writing, creative writing, technical writing, etc.). The same goes for speaking. Comparatively, little effort goes into the skill of listening or understanding a message; aside from being physically taught to read, there isn't much formal education on how to receive a message. As a parent of three (outstanding) kids, I can tell you that the developmental tools that we provide in our household to teach one of the kids to listen typically involve three parts: 1. The word "listen"; 2. The kid's name; and 3. A colorful descriptor emphasizing the importance of listening. For variety, the order can be changed, but all three parts are often utilized.

As a society, we view listening as a

"sense," like taste or touch, rather than a skill. In the workplace, improving your listening skills can and will likely make you more effective at your job. Here is a simple tip to improve your listening skills and immediately make you a more effective communicator: Rather than thinking of your reply to someone's comments or questions, think to yourself, "I wonder what they mean by that?" and then ask them. However, our society today faces a larger problem than how we listen. More and more, our communications are becoming much less personal and much more digital.

Digital, specifically text-based, communication poses a tremendous challenge to our culture and society. Referring to the 7-38-55 rule, as we are becoming more and more digitally connected, we are communicating through "text" at a higher frequency. When communicating through text, we are delivering 100% of our intended message, using 7% of our messaging power. While this communication style may be a better convenience for our fast-paced world and allow for some efficiency, it is not without its challenges.

As a receiver of a text-based message, you are trying to interpret so much from the message that often you find yourself in a defensive or reactionary mode, which impacts the way you interpret the message itself. Additionally,

a number of other factors, including your surroundings, your level of activity, the time of day, how much attention you give to the message, and others, affect how you interpret a text-based message.

Digital text-based messaging is not going away and will likely increase in both frequency and importance. Preparing yourself to be a better interpreter of the messages will help improve your ability to communicate and likely minimize frustrations and miscommunications.

## HERE ARE A FEW TIPS TO HELP:

- **Relax.** Keep in mind that the emotion that you have when you read a message is not the emotion with which the message was written.
- **Ask First.** Rather than simply providing a reply or rebuttal, ask the sender for clarity or more detail to gain more context clues.
- **Wait.** Don't take the message to heart and immediately reply; read the message, take a break from it, and allow your environment, mindset, and focus to shift, then re-read and address the message.
- **Call.** Some things are better addressed face-to-face or over the phone, especially if there is confusion. Rather than ratcheting up the confusion, change the communication medium for a discussion.

While you cannot control how someone chooses to communicate with you or what they actually have to say, you can put yourself in a better position to improve how you receive the message, which will lead to better relationships, less confusion, and a better overall environment. **LC**


**About the author:** *Want more insights on how help your customers recognize your value? Or take your company's performance to the next gear? Tom Zimmerman, principal of SHIFT Sales Training & Consulting, has helped many companies better position themselves as valued-added partners for their customers, which has resulted in increased revenues and customer loyalty.*



# WNYLDA Annual Golf Tournament New Location is a Hit



The Western New York Lumber Dealers Association (WNYLDA) held its Annual Golf Tournament on Tuesday, September 12, at The Links at Greystone Golf Club in Walworth, N.Y., featuring a beautiful 18-hole Scottish links-style golf course. Members competed for the coveted tournament trophy at the new venue. It was a perfect day for golf, followed by a cocktail reception and a steak dinner with awards.

Winners of the scramble tournament: The Genesee Reserve Supply team with Nunda Lumber and Olean Union Sales squeaked out the win from last year's tournament winners Culpeper and Chautauqua Brick who took second place. Bow Morse of Wm. B. Morse Lumber chaired the event and announced that WNYLDA will be playing the course again next year for sure! It was a great day for all who attended the WNYLDA Annual Golf Tournament. 

**1. Tournament Winners:** Steve Blaske (Olean Union Sales), Chad Andrews (Genesee Reserve Supply), Drew Russell and Ed Styles (Nunda Lumber), with Bow Morse presenting. **2. Second Place:** Todd Palmatier (Culpeper) with Peter Briggs, Kyle Swanson, and Dustin Raynor (Chautauqua Brick). **3. Long drive winner** Sara Ciotti (B&L Wholesale) leads her team, Tom Jakubaszek (Stix Inc.), Brandon Zaleski (B&L Wholesale), and Jamie Fox (Genesee Reserve Supply). **4. Closest to pin winner** Darren Graham (Reeb) celebrates with his team, contractors Ken Welty and Brandon Adams, and Matt Abraszek (HEP Sales). **5. 50/50 Winner** Peter Briggs (L) (Chautauqua Brick) with Glenn Stahl and WNYLDA President Nick Tomidy (Envision Outdoor Living).

## WINNERS:

### First place:

Genesee Reserve Supply/Nunda Lumber/Olean Union Sales

### Second place:

Culpeper/Chautauqua Brick

### Long Drive:

Men: Bow Morse (Wm. B. Morse Lumber)  
Women: Sara Ciotti (B&L Wholesale)

### Closest to the Pin:

Darren Graham (Reeb Millwork)

### 50/50 Winner:

Peter Briggs (Chautauqua Brick)

# CNYRLDA Annual Golf Tournament



Central New York  
Retail Lumber Dealers  
Association



The Central New York Retail Lumber Dealers Association (CNYRLDA) held its Annual Golf Tournament on Wednesday, July 26, at Drumlins Country Club in Syracuse, N.Y. With 47 golfers total, nine retail members and nine vendors were represented for a great day of golf followed by a steak dinner. CNYRLDA Golf Chair Joe Boucher of Quikrete did an outstanding job chairing the day's event at the new course. **LG**



1. Tournament Winners: Team Liverpool Lumber/ Cameron Ashley. Joe Ehle (Liverpool Lumber), Jamie Evans (Cameron Ashley), and Will Lance, and Dan Gratien (Cameron Ashley). 2. 50/50 Winner: Darren Graham (Reeb Millwork), with Joe Boucher, and Joe Ehle Jr. presenting. 3. Baker Miller wins "most fun on the course"! Jesse Norton, Dannon Hayes, Alicia Maynard, and Zane Gray. 4. Long Drive: Michael Wood (R) crushes it for the win with Dad, Mike Wood (US Lumber). 5. Closest to Pin: CNYRLDA Golf Chair Joe Boucher (Quikrete) takes the win, with Joe Ehle Jr. (Liverpool Lumber) assisting with prizes. 6. Not placing but practicing poses for next year's win: Dennis Eaton and Jason Flint (Home Central), Don Siracusa (Johns Manville), Adam Hall (Home Central).

# CNYRLDA 18th Annual Clambake



The Central New York Retail Lumber Dealers Association (CNYRLDA) held its 18th annual clambake at The Spinning Wheel in North Syracuse on Thursday, August 17. It was a great event with 115 attendees from eight retail member companies and 10 vendors represented. Members, friends, and contractors enjoyed a beautiful day, littleneck clams, oysters, cornhole, raffle prizes, and the anticipated 50/50 cash payout. As always, CNYRLDA Clambake Chairman Casper Gottuso from BlueLinX did a great job organizing the event with CNYRLDA President Jamie Evans of Cameron Ashley assisting as emcee! **LG**

*1. Don Reik (Burke's Home Center) was the lucky winner of \$505 in the 50/50 drawing! Casper Gottuso (BlueLinX), Jamie Evans (Cameron Ashley Building Products), and Pam McHale and Erin O'Connor (NRLA).*



# NNYLDA Annual Summer Outing Event Golf Tournament, Annual Meeting, and Fishing Tournament

The Northern New York Lumber Dealers Association (NNYLDA) held its two-day Annual Summer Outing in the St. Lawrence River 1000 Islands region on August 23 and 24. The 1000 Islands Harbor Hotel in Clayton, N.Y., was home base for nearly 130 attendees who enjoyed golf, the annual dinner with a river cruise, and fishing. Members from across NNYLDA and other regions in Upstate New York attended the event for what was another record-breaking turnout!



Tournament winners for fourth straight year—Team Merriman's/Marvin. Ryan Merriman, Christos Theodore, Tyler Merriman, and Matt Merriman.

## Golf Tournament on Wednesday

The field teed off for a shotgun start at 10 a.m. to play at Clayton's C-Way Golf Course. Defending champs four years in a row, the Merriman's/Marvin team dominated the field to defend their title and hold the top spot in the tournament! Second-year Golf Chair James Murphey of Marvin Windows continued the momentum for the event and alluded to fun changes and a possible new venue for next year.



Industry Excellence Award recipient Sam Haselton (L) (Haselton Lumber) with NNYLDA President Rob Bicknell (Bicknell Building Supply) presenting.


## Annual Meeting Wednesday Evening

Following golf, members reconvened at the 1000 Islands Harbor Hotel resort for an open bar reception and the NNYLDA Annual Dinner honoring Industry Excellence Awards recipients Sam Haselton of Haselton Lumber and Ken Palmer of White's Lumber. In addition, Bestway was honored as Vendor of the Year, and Tim Lloyd of National Nail was honored with the Salesperson of the Year Award. To cap the evening, the group boarded a bus headed to Alexandra Bay, where they were treated to a guided boat tour of the 1000 Islands region and the famous Boldt Castle.



The start of a great day of fishing!

## Fishing Tournament Thursday Morning

With another record-breaking turnout, 17 boats were chartered to leave various harbors early Thursday morning. NNYLDA fishing boats canvassed the region in both U.S. and Canadian waters for what was the best fishing the tournament has seen, with many of the boats catching the daily limit! At 1 p.m., the boats rolled back into the docks, and soon after, the fishermen enjoyed a resort-prepared shore dinner where they shared their stories and excitement from the last couple of days before heading home. NNYLDA Fishing Chair Tim Clark of O.D. Greene once again took the first-class event to a new level! 

### GOLF WINNERS:

- First place:** Merriman's/Marvin Windows
- Second place:** Home Central/North Counties Supply
- Long Drive 1:** James Murphy (Marvin Windows)
- Long Drive 2:** Lee Gardinier (O.D. Greene)
- Closest to Pin 1:** Brock Merriman (Merriman's)
- Closest to Pin 2:** Betsy Hicks (Home Central)
- 50/50:** Betsy Hicks (Home Central)

### FISHING CONTEST WINNERS:

- Bass:** Floyd Calkins (Retired)
- Northern Pike:** Casper Gottuso (BlueLinX)
- Walleye:** Dan Dodson (North Counties Supply)
- 50/50:** Russ Howe (Weyerhaeuser)

### WANT TO SEE MORE HIGHLIGHTS FROM THIS EVENT?

Scan the QR code or go to <https://nrla.org/nylda-annual-summer-event/>.



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# VRLDA Golf Tournament and Annual Meeting



**HONOREES:**

**Lumber Person of the Year**

Paul Koenig (Koenig Cedar)

**Lifetime Achievement Award**

Sherry Pfenning (BlueLinx)

**VRLDA Vendor of the Year**

Boise Cascade

**TOURNAMENT AWARDS:**

**Tournament Winners:**

Bethel Mills/Weyerhaeuser: Andrew and Matthew Durfee, Jason Chizmar, Brian Wright

**Long Drive, Men:** Ryan Lousy (Vt Rail Systems)

**Long Drive, Ladies:** Sherry Pfenning (BlueLinx)

**Closest to Pin:**

John Brigham (BROSCO)

**Putting Contest:**


Craig Cole (Keiver-Willard)

**50/50 Winner:**


Doug Helmacy (BWI-Masonite)



The Vermont Retail Lumber Dealers Association (VRLDA) held its Golf Tournament and Annual Meeting at Cedar Knoll Country Club in Hinesburg, Vt., on September 11. Members gathered for a round of golf and to honor Paul Koenig as Lumber Person of the Year, Sherry Pfenning as Lifetime Achievement Award recipient, and Boise Cascade as the VRLDA Vendor of the Year.

The day began at 8:30 a.m. with a continental breakfast for golfers who teed off at 10 a.m. It was a perfect day for golf on the scenic course with all the board members pitching in to help greet the attendees and facilitate the day. Ultimately, it was Team Bethel Mills/Weyerhaeuser that won the tournament. Following, the association voted on its 2023/2024 Board of Directors, presented a contribution to elected official of the Year, Senator Richard Sears, and celebrated the VRLDA honorees. VRLDA Annual Event Chair Lance Allen of rk MILES once again ran a first-rate outing enjoyed by all! 

**WANT TO SEE MORE HIGHLIGHTS FROM THIS EVENT?**  
 Scan the QR code or go to [www.nrla.org/vrlda-golf-and-annual-meeting-2023](http://www.nrla.org/vrlda-golf-and-annual-meeting-2023).



*1. The 2023/2024 VRLDA Board of Directors: Paul Koenig, Tim Comes, Sherry Pfenning, Ed Druke, Claudia Homan, Andrew Durfee, Tim Lacey, Derek Taylor, Katie Gallagher, Jeff Kaufman, Max Humphrey, Jeremy Baker, and Lance Allen. (Not present for photo: Jason Larrabee, Pat St. Lawrence, and Brian Moses.) 2. VRLDA Lumber Person of the Year Paul Koenig (Koenig Cedar) with VRLDA President Jeremy Baker (rk MILES). 3. VRLDA Lifetime Achievement Award recipient Sherry Pfenning (BlueLinx) with VRLDA President Jeremy Baker (rk MILES) and Pat Mayhew (Poulin Lumber). 4. VRLDA Vendor of the Year Boise Cascade. Accepting the award is Brett Churco and Kris Roche with VRLDA President Jeremy Baker (rk MILES).*

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Retail Lumber Dealers Association

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# New Location for the NHRLA Golf Outing



**WINNERS:**

**Team Scramble:**

**First place:** Jay Kilban and Bill Ingham (Boise Cascade) with Tom Cayon (Hancock Lumber).

**Second place:** Brad Benson and Henry Bruckner (Benson Lumber & Hardware), Mike Kelly (Coastal Forest Products), and Bill Warfield (Benjamin Obdyke).

**Third place:** Jamie Murphy, Kyle Schaefer, and Ben Johnson (Exeter Lumber) with Stu Holtshouser (Woodgrain).

**Closest to the Pin:**

#3 Men's: Jamie Murphy (Exeter Lumber);

Women's: no winner

#8 Men's: Lou Trottier (Simpson Door);

Women's: Kirsten Schuler

(Portland Stone Ware)

#11 Men's: Jamie Murphy (Exeter Lumber);

Women's: no winner

#14 Men's: Stephen Grzywacz (Milford Lumber),

Women's: Emily Holtshouser

(Simpson Strong-Tie)

**Longest Drive:**

Men's: Matt McPherson (Beau-Trusses)

Women's: Kerryn Talbot

(Pelham Building Supply)

Straightest Drive: Luke Bednarz

(East Coast Lumber)

Longest Putt Made #17: Mike Barrett


(East Coast Lumber)

Putting Contest: Paul Cyr (Cyr Lumber)

**NYLE 50/50:**

Bert Allen (Moynihan Lumber)

*1. NHRLA President Sara Belletete (Belletetes), congratulates the first place team of Bill Ingham (Boise Cascade), Tom Cayon (Hancock Lumber), and Jay Kilban (Boise Cascade). 2. Sara Belletete, (center) congratulates the second place team of Henry Bruckner (Benson Lumber), Bill Warfield (Benjamin Obdyke), Brad Benson (Benson Lumber), and Mike Kelly (Coastal Forest Products). 3. Sara Belletete with the third place team of Kyle Schaefer, Jamie Murphy, and Ben Johnson (all of Exeter Lumber) and Stu Holtshouser (Woodgrain). 4. NHRLA Lumber Person of the Year Ron Schuler (Portland Stone Ware) is right down the middle on the 18th at the Atkinson C Country Club. 5. The Atkinson Country Club.*

**More than 100 participants enjoyed the 34th annual New Hampshire Retail Lumber Association's (NHRLA) golf outing on July 24 at a beautiful new location this year: The Atkinson Country Club in Atkinson, N.H. The team of Jay Kilban and Bill Ingham, both of Boise Cascade, along with Tom Cayon of Hancock Lumber, successfully defended their title by claiming top honors in team scramble play. They narrowly edged out runners-up Brad and Andrew Benson of Benson Lumber & Hardware, Mike Kelly of Coastal Forest Products, and Bill Warfield of Benjamin Obdyke. **



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# NHRLA and RLDAM Celebrate!

The New Hampshire Retail Lumber Association (NHRLA) and the Retail Lumber Dealers Association of Maine (RLDAM) gathered at the Mountain View Grand Resort and Spa in Whitefield, N.H., on September 15–16 for their annual celebration weekend.

The weekend began with each board of directors holding separate meetings on Friday afternoon. Friday evening saw an outdoor cocktail reception where attendees were treated to a spectacular sunset with every color of the spectrum reflected across the glorious White Mountains.

After dinner, a trivia contest ensued, with a Maine and a New Hampshire team tying for first place, while another Maine team placed third.

Attendees had several different activities to choose from on Saturday, including a couples “quota” golf tournament where three New Hampshire teams swept the podium. New Hampshire was paced by the winning team of Dave and Deb MacFarland of Moynihan Lumber, who edged out daughter and son-in-law Courtney and Jason Mora of Simpson Strong-Tie. In the afternoon axe-throwing event, Kelsey Small of Hancock Lumber and Rick Pierson of US Lumber triumphed out of a field of 36 throwers!

Later that evening, a modern-day record number of attendees convened to celebrate the industry and fete both states’ very special award recipients. On the Maine side, Kevin Hancock of Hancock Lumber honored the career of Lifetime Achievement recipient Mike Boulet of Mainely Trusses, and Bob Thing paid tribute to his longtime colleague and Lumber Person of the Year, Rod Wiles, both of Hammond Lumber.

The New Hampshire awards were unique in that both award recipients were introduced by their brothers. Brad Benson celebrated the dedication of Lifetime Achievement recipient Grant Benson, both of Benson Lumber & Hardware, and Rob Schuler honored Lumber Person of the Year, Ron Schuler Jr., both of Portland Stone Ware.

### The Border War Trophy Returns to New Hampshire

NHRLA reclaimed the ME-NH Border War Trophy in the 11th annual version of the “friendly” competition between the states. Narrow Maine victories in trivia and axe throwing weren’t enough to overcome New Hampshire’s wide margin of victory in the golf tourney. New Hampshire now leads the series six to five which began in 2012 with a pool tournament pitting state vs. state. Maine will look to take back the trophy next year on their home turf at the Portland Regency Hotel & Spa in Portland’s Old Port on September 6–8. 



The NHRLA Board of Directors.



Lumber Person of the Year  
Ron Schuler Jr. (R)



Lifetime Achievement  
Grant Benson (R)

### NHRLA Award Recipients



The RLDAM Board of Directors.



Lumber Person of the Year  
Rod Wiles (Center)



Lifetime Achievement  
Mike Boulet (R)

### RLDAM Award Recipients

To learn more about the careers of the NHRLA and RLDAM awarded recipients and to see more photos from this event, scan the QR code or go to [www.nrla.org/nhrla-and-rldam-celebrate](http://www.nrla.org/nhrla-and-rldam-celebrate).





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# 26th Annual RLDAM Golf Outing



**WINNERS:**

**First place:** (64) Nathan Morse (Morse Hardware & Lumber), Marty Wiles and Jack and Rick Post (Wolf Home Products).

**Second place:** (64) Nick Clauson and Jeff Ober (Boise Cascade), with Peter Nadeau and Brett Hackett (Hammond Lumber).

**Third place:** (65) Peter Krauss, Tucker MacFawn, Gary Patnode, and Jack Quinn (Rangeley Lakes Builders Supply).

**Putting Contest:** Retailer: Tim Lord (Hancock Lumber); Associate: Marty Wiles (Wolf Home Products).

**Closest to the Pin:**

- #4: Brett Hackett (Hammond Lumber) (7'2")
- #7: Peter Krauss (Rangeley Lakes Builders Supply) (9'3")
- #10: Andy Vachon (Woodgrain) (13'4")
- #13: Dave Gluck (NRLA) (4'4")

**Longest Drive:**

- #12 Men's: Jeff Ober (Boise Cascade)
- #12 Women's: Karen Reed (Allen Insurance)
- #15 Men's: Adam Lula (Coastal Forest Products)
- #15 Women's: Lisa Provost (Acadia Insurance)

**Closest to the Line:**

- #6 Men's: Adam Lula (Coastal Forest Products)
- #6 Women's: Emma Farnham (McCormack Building Supply)

**Longest Putt Made:**

- #18: Rick Post (Wolf Home Products) (10'9")

**NYLE 50/50 Winner:**

Dick Giguere (Ware-Butler)



On June 20, the Retail Lumber Dealers Association of Maine (RLDAM) played its 26th Annual Golf Outing on the Tomahawk Course at Natanis, in Vassalboro, Maine. The outing was chaired by Kevin Brockmyre of Hood Distribution.

Triumphing on the day was the team of Nathan Morse of Morse Hardware & Lumber with Marty Wiles, and Jack and Rick Post, all of Wolf Home Products, who collectively fired an 8-under-par 64. Rick Post also took the Longest Putt prize on #18 by sinking a 10'9" putt. Coincidentally, it was Morse's second straight year finishing in the top spot, with different teammates each year.

Through a tie-breaking match of cards, they edged out a strong performance by the second-place team of Nick Clauson and Jeff Ober, Boise Cascade, with Peter Nadeau and Brett Hackett of Hammond Lumber. Hackett also took Closest to the Pin on #4, with Ober claiming Longest Drive on #12. **LC**

1. The first place team of Nathan Morse (Morse Hardware & Lumber) with Jack and Rick Post and Marty Wiles (all of Wolf Home Products). 2. The second place team of Peter Nadeau (Hammond Lumber), Nick Clauson and Jeff Ober (both of Boise Cascade). 3. RLDAM Golf Chair Kevin Brockmyre (Hood Distribution), prepares the attendees for the tournament. 4. Dick Giguere (Ware-Butler), collects his NYLE 50/50 winnings from Kevin Brockmyre (Hood Distribution).

## NHRLA and Schuler Family Award \$9,000

The New Hampshire Retail Lumber Association (NHRLA) is pleased to announce its 2023 \$2,000 Scholarship Recipients:

**Michael Dettore**

Exeter, New Hampshire  
Jackson Lumber & Millwork

**Abigail Druding**


Pelham, New Hampshire  
Pelham Building Supply

**Libby Fortin**

Gorham, New Hampshire  
White Mountain Lumber

**Kathryn Lewis**

Goffstown, New Hampshire  
Woodgrain

The NHRLA is also pleased to partner once again with the Schuler family to help award the 2023 Ron Schuler Sr. Family Scholarship to Brian Heacock, Newport, N.H., LaValley Building Supply. 

## RLDAM Awards Brian C. Thayer Memorial Scholarships

The RLDAM would like to congratulate its 2023 Brian C. Thayer Memorial Scholarship recipients:

**Joshua Hills, Waldo**

Works for Viking, Inc.  
Studying Welding at Eastern Maine  
Community College

**Colby Lloyd, Augusta**

Stepfather works for Hammond Lumber  
Studying Electrical Engineering at the  
University of Maine

**Wyatt Stone, Newcastle**


Father works for Hancock Lumber  
Studying Music Education  
at the University of Maine

**Emma Hutchinson, Windsor**

Father works for Woodgrain  
Studying Architecture at Norwich  
University

**Djamal Maldoum, Auburn**

Studying Building Construction  
Technology at Central Maine  
Community College

The RLDAM board of directors renamed the RLDAM Scholarship the Brain C. Thayer Memorial Scholarship in 2006 in honor of the late Brian Thayer of Lavalley Lumber. At the time of his death in 2006, Thayer was vice president of RLDAM and served on the board of trustees of the Maine Community College System. RLDAM has awarded four \$1,000 scholarships annually since 2004, (5 in 2022 and 2023) a grand total of \$78,000 since inception! These scholarships are available to students enrolled in building trades programs in any of Maine's community colleges or to employees or immediate family members of employees of RLDAM member companies. 

## RILBMDA Awards Memorial Scholarships

The Rhode Island Lumber and Building Material Dealers Association (RILBMDA) is proud to congratulate its 2023 Memorial Scholarship recipients! Four \$2,000 scholarships have been awarded to students pursuing post-secondary education.

The RILBMDA Memorial Scholarships are named for the late William "Jay" Humphrey and David R. Beattie, who were industry leaders and recognized for their commitment to education, community, and the RILBMDA. The RILBMDA offers college scholarships to students within their membership who display academic excellence, strong citizenship, positive character, and a desire to make a meaningful contribution to society. The RILBMDA hopes to encourage recipients to continue their education and be active role models and leaders in their respective fields and communities.


The RILBMDA honored these recipients at their June 21 dinner meeting at Trio in Narragansett.

**2023 Scholarship Recipients and Sponsoring Company:**

**Nathan Fogarty:** Father Joseph Fogarty, BB&S Treated Lumber of New England. Nathan will be a Junior at Wesleyan University with a double major in Physics and Neuroscience.

**Stephanie Levesque:** Father Dennis Levesque, National Building Products. Stephanie will be a Sophomore at the University of Rhode Island with a double major in Psychology & Human Development and Family Services.

**Marissa Stern:** Father Jerry Stern, Douglas Lumber. Marissa will be starting Grad school at UMass Law.

**Norman Winn:** Father Bill Winn, Arnold Lumber. Norman will be a Senior at the University of Rhode Island majoring in Computer Science/Cyber Security. 



# Attendance Surges for RILBMDA Golf Outing and Clambake



**The Rhode Island Lumber and Building Materials Dealers Association (RILBMDA)** enjoyed a 15% increase in attendance year-over-year for its annual golf outing and clambake held on July 12. The Green Valley Country Club in Portsmouth, R.I., hosted the golf outing, and Kempenaar’s Clambake Club in Middletown, R.I., was once again the perfect spot for the clambake. During the clambake, RILBMDA President Matt Semonik, Arnold Lumber, thanked the RILBMDA Board of Directors and other volunteers who contributed to a successful event, including a special thanks to Outing Chair Dave Beattie, BlueLinx. RILBMDA would also like to say, “Thank You” to all their generous retail and associate members who donated door prizes, participated in the 50/50 drawing(s), and purchased NYLE mulligans.

In golf action, the team of Ray and Ed Angell, both of L. Sweet Lumber, along with James Marchese and Paul Genest of Parksite, triumphed in the team scramble competition with a 10-under-par 61. Placing second through a match of cards was the team of Mark Grant and Justin Struth of Metrie, along with Dan Casey and Mike Manter of National Lumber-BFS. The longest drives went to Nate Dooley and Jody Venditelli, both of Riverhead Building Supply. Venditelli also claimed closest to the pin on #12, along with Steve Thibideau of Douglas Lumber. **LG**






## NYLE Summer Outing



The **NYLE Summer Outing** was held on August 22 and 23 in Pennsylvania. Members from Pennsylvania, New York, Massachusetts, and Connecticut joined together for facility tours, NYLE board meeting, and networking over the two days.

The event kicked off with facility tours in New Holland, Pa., of Key-Link Fencing & Railing, a leading manufacturer of aluminum rail and fence systems for residential and commercial installations, and Superior Plastic Products, a quality manufacturer and supplier of vinyl railing, vinyl fencing, and vinyl specialty products. Tours were provided both before and after the NYLE Lunch Board Meeting. At the conclusion of the afternoon tour, Summer Outing attendees traveled to Hershey, Pa., to enjoy an evening of networking and commode at Troeg's Independent Brewery. The following day, everyone enjoyed rides and refreshments at Hershey Park and Chocolate World.

By the time this gets into readers hands, NYLE will have just attended its sold-out 2023 Timber Tour in Montana, which included stops at Weyerhaeuser, Universal Forest Products, Roseburg Forest Products Company, Tripp Lumber, and the Missoula Fire Science Lab and Smoke Jumpers.

The next scheduled NYLE event will be its annual meeting to be held during LBM Expo on Wednesday, Dec. 6, from 4 to 5 p.m. on the show floor. Come join us and see what the younger generation of LBM experts has in store for the future, hear about their achievements over the past year, and congratulate the old officers while watching the installation of the new. To register to attend LBM Expo, go to [www.lbmexpo.com](http://www.lbmexpo.com). 



# MRLDA 59th Annual Golf Outing

MASSACHUSETTS RETAIL LUMBER DEALERS ASSOCIATION



## WINNERS:

### Team Scramble (either course)

**First place:** (59) John Evans (Weyerhaeuser), Robert McNamara and Will McNamara (Wilmington Builders Supply), and Patrick Meeks (Sudbury Lumber).

**Second place:** (59) Danny Morini (US Lumber), Brett Mollenhauer (Trex), and T.J. McNulty and Michael MacCune (Hingham Lumber).

**Third place:** (59) Hunter Stone and Lydia McMahon (BROSCO), and Sarah Thomas and Peter Koopman (Koopman Lumber).

### Nicklaus Course Contests

#### Straightest Drive #1:

Ladies: Lydia McMahon (BROSCO)  
Men: Lou Trottier (Simpson Door)

#### Closest to the Pin #7:

Retail: Steve Bradley (Colorworks)  
Associate: Chuck Cormier (Woodgrain)

#### Closest to the Pin #15:

Retail: Tom Carmichael (Chelmsford Lumber);  
Associate: Dan Kane (BB&S Treated Lumber)

#### Longest Drive #10:

Retail Ladies: Sarah Thomas (Koopman Lumber)  
Retail Men's: Dave Mendosa (Shepley Wood Products)  
Associate Men's: Justin Struth (Metrie)

### Jones Course Contests

#### Straightest Drive #1:

Ladies: none  
Men's: Josh Jalbert (Shepley Wood Products)

#### Closest to the Pin #8:

Retail: Jeff Cannon (US LBM)  
Associate: Dennis Gilligan (Eastern Insurance)

#### Closest to the Pin #13:

Retail: Jay MacDonald (Cape Cod Lumber);  
Associate: Phil Garrity (Cameron Ashley)

#### Longest Drive #15:

Ladies: Denise Brookhouse (Koopman Lumber)  
Retail Men's: T.J. McNulty (Hingham Lumber)  
Associate Men's: Mark Shay (Barrette Outdoor Living)

#### 50/50 Raffle:

Jim Folan (Coastal Forest Products)

The Massachusetts Retail Lumber Dealers Association (MRLDA) held its 59th Annual Golf Outing on August 7 at the Pinehills Golf Club in Plymouth, Mass. Both of Pinehills' courses were used again this year by the 210 MRLDA golfers. The top team scramble score on either of the courses was a 13-under-par 59 fired by three different teams. Through a match of cards, the team of John Evans of Weyerhaeuser, Robert McNamara and Will McNamara, both of Wilmington Builders Supply, and Patrick Meeks of Sudbury Lumber were crowned champions. They edged out runners-up Brett Mollenhauer of Trex, Danny Morini of US Lumber, and T.J. McNulty and Michael MacCune, both of Hingham Lumber. Placing a close third was the team of Hunter Stone and Lydia McMahon, both of BROSCO, along with Sarah Thomas and Peter Koopman, both of Koopman Lumber. A complete list of contest winners can be found to the right. [📄](#)

**1.** The winning team of Robert McNamara (Wilmington Builders Supply), Patrick Meeks (Sudbury Lumber), John Evans (Weyerhaeuser), and Will McNamara (Wilmington Builders Supply), with MRLDA 1st VP T.J. McNulty. **2.** The second place team of Danny Morini (US Lumber), Brett Mollenhauer (Trex), with Mike MacCune and T.J. McNulty (both of Hingham Lumber). **3.** The third place team of Peter Koopman and Sarah Thomas (both of Koopman Lumber), Lydia McMahon and Hunter Stone (both of BROSCO), with MRLDA 1st VP T.J. McNulty. **4.** Jones Course Longest Drive winners Denise Brookhouse (L) (Koopman Lumber) and Mark Shay (R) (Barrette Outdoor Living), with MRLDA 1st VP T.J. McNulty (center) (Hingham Lumber). **5.** The most honest team of Sydney Speaks (TimberTech), Robert Degre and Michelle Packer (both of Woodgrain), and Don Chace, Chace Building Supply.



# Awards \$20,000 in Scholarships

**The Massachusetts Retail Lumber Dealers Association (MRLDA)** is proud to once again award 20 \$1,000 merit scholarships. The scholarships are given in support of any of the following educational pursuits: 1. Associate's, bachelor's, or master's degrees 2. Vocational or trade school training 3. Continuing education (five years post-secondary), including vocational, degree, or certificate programs.

To be eligible, a student must be an employee or family member (child, grandchild, sibling, parent, or spouse) of an employee who works for a retail or associate member in good standing with the MRLDA. Associate member companies must be headquartered in Massachusetts. **LC**

**The MRLDA would like to thank all those who applied this year and congratulate the recipients listed here:**

- Isabel Cahill           Koopman Lumber
- Jeremy Caspe         Marine Home Center
- Emma Conkey        National Lumber
- Isabella Cutone       Marine Home Center
- Allyson Fetterman    Mid-Cape Home Centers
- Ashley Heaton        rk MILES
- Nicholas Hunter     F.D. Sterritt Lumber Co.
- Ryan Manning        Fairview Millwork
- Rachel Manning     Fairview Millwork
- Gavin Murphy        National Lumber

- John Pozerski         John Foster Lumber
- Caroline Pozerski    John Foster Lumber
- Sophia Ryan          Mid-Cape Home Centers
- Alex Ryzi             Concord Building & Design Center
- Frank Simone Jr.     Koopman Lumber
- Michael Stanley      Marine Home Center
- Joshua Stanley       Marine Home Center
- Nathan Stanley       Marine Home Center
- Katherine Stewart    Koopman Lumber
- Kylee Teixeira        Koopman Lumber

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## SOURCE | Advertising Index

- Acadia Insurance ..... 29
- Arxada ..... 27
- Atlantis Rail ..... 49
- BlueLinX ..... IBC
- Boise Cascade ..... 1
- BROSCO ..... IFC
- Cleary Millwork ..... 13
- CT Darnell/Sunbelt ..... 3
- DMSi ..... 9
- Holbrook Lumber Company ..... 7
- Hood Distribution ..... 53
- Krauter Auto-Stak ..... 61
- MoistureShield ..... 11
- NHRLA ..... 71
- NNYLDA ..... 67
- Rex Lumber Company ..... 51
- RLDAM ..... 73
- Soft Plan ..... 23
- US Lumber Group ..... OBC
- VRLDA ..... 69
- Warren Trask ..... 57
- WOLF Home Products ..... 17
- Woodgrain ..... 33
- Zuri ..... 5
- LBM Expo 2023 Exhibiting Company (as of 9/29/23).

# Ryan Rotondo

**Location:** Montgomery, NY

**Position:** Inside Sales Representative/Product Manager • Russin



## HOW DID YOU BEGIN YOUR CAREER IN THE LBM INDUSTRY?

I had never worked in this industry prior to working for Russin. During and after college, I spent many years working in retail, including my last stop, which was working for a car dealership selling cars. I was desperate to get out of there when I saw that Russin was hiring. I had no idea if it was going to be something long-term or not, but I quickly fell in love with the job and the people I work with. I couldn't imagine doing anything else now.

## WHAT ARE SOME OF THE RESPONSIBILITIES OF YOUR POSITION?

I spend the majority of my time building relationships with my customers and doing everything I can to be a valuable resource for their continued growth. I also manage a couple product lines, so I have to talk to vendors and mills daily in order to stay on top of market changes and make informed purchasing decisions.

## WHAT ARE SOME OF THE BIGGEST CHALLENGES YOU FACE IN YOUR CAREER?

Everyone experienced a number of challenges in a post-pandemic world, including trying to grasp an ever-changing market as well as dealing with never-ending logistical issues. With that being said, it has also led to a lot of opportunities to get creative by finding new and alternative options for our customers.

## WHAT HAVE YOU LEARNED SINCE WORKING IN THE INDUSTRY?

The biggest thing I have learned is that learning never stops. There is no end to how much you can learn about your customers, your vendors, and all of the product lines that you can offer. As a result, every day is different and exciting.

## WHAT ADVICE WOULD YOU GIVE TO ANYONE NEW TO THE INDUSTRY?

I would tell anyone new to jump in right away! There is a huge demand across the industry for young people, and at the same time, there are still a lot of people in this industry who have been doing it for decades. The opportunity to join an exciting and growing industry while learning from a lot of experts has never been better.

## WHAT ARE YOUR PASSIONS OUTSIDE OF THE OFFICE?

I spend as much time as I can with my girlfriend and our two dogs, whether it is finding a new restaurant to visit or just hanging out at home. I am also a huge NFL and Green Bay Packers fan, so I spend every year looking forward to the fall season. 🏈

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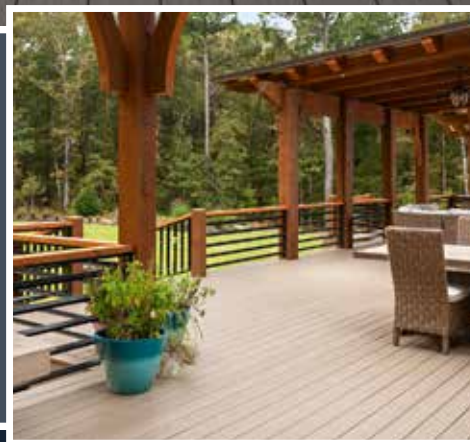


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