

LC

LUMBER CO-OPERATOR

LBM Expo 2026 Preview 22

More Than a Tradeshow 28

Outdoor Living Trends
Driving Railing Sales in 2027 64

Product Showcases: Decking,
Railing, and Fasteners 52/66/76

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COMES TOGETHER

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2026 PREVIEW ISSUE

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DEPARTMENTS



13



16



19



80



88



96

TAKING STOCK

- 6 **From the President**
Rita Ferris
- 8 **From the NRLA Chair**
Genn Howley
- 10 **From the NYLE President**
Kylie Holland

WOODSHED

- 12 **LC Games**
- 13 **Industry News**
- 18 **New Products**

MILESTONES

- 20 **Associate Member Profile**
Culpeper Treated Lumber

TOOL BOX

- 80 **Insurance Matters**
Dan Braiman

MILLING ABOUT

- 82 **State & Local Happenings**

SOURCE

- 95 **Statement of Ownership**
- 95 **Advertising Index**

RISING STAR

- 96 **Michele Gregg**
GNH Lumber



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

LBM EXPO PREVIEW

24 A LETTER FROM OUR CONVENTION CHAIR ROB BICKNELL

26 SCHEDULE AT-A-GLANCE

28 MORE THAN A TRADESHOW

The Relationships, Ideas, and Shared Purpose Behind LBM Expo

Melissa Stankovich

32 PUT IDEAS TO WORK WITH LBM EXPO EDUCATION SESSIONS

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

36 LEARN MORE ABOUT LBM EXPO PRESENTERS

38 BUILD RELATIONSHIPS AT LBM EXPO NETWORKING EVENTS

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

40 EXPERIENCE THE INDUSTRY ALL IN ONE PLACE

LBM Expo 2026 Exhibitor Listing

41 ATTEND FOR FREE WITH STATE AND LOCAL SUBSIDIES

42 LBM EXPO 2026 SPONSORS

DECKING PRODUCTS & TRENDS

44 STEADY HANDS IN A SHIFTING MARKET

What LBM Dealers Should Watch in 2026

The Farnsworth Group

48 HELPING DEALERS COMMUNICATE THE LONG-TERM VALUE OF PRESSURE-TREATED DECKING

Chris Brown

50 WHY PRESSURE-TREATED WOOD NEEDS PROTECTION SOONER THAN YOU THINK

Nate Heatherington

52 DECKING PRODUCT SHOWCASE

64 OUTDOOR LIVING TRENDS DRIVING RAILING SALES IN 2027

Erica Gregory

66 RAILING PRODUCT SHOWCASE

76 DECK FASTENERS PRODUCT SHOWCASE

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Rita Ferris
NRLA President

NRLA's mission has stood the test of time by supporting the successful evolution of lumber and building material dealers across the Northeast. The mission hasn't changed, but the shape and speed of that evolution have.

Our industry looks different than it did five years ago. Larger dealer groups and investor-backed companies are buying up independent yards and bringing more scale and buying power into local markets. Independents, meanwhile, are using their size to their advantage, responding to the needs of their custom builders faster than bigger operations can. Consolidation among manufacturers and distributors is also affecting pricing, availability, and terms. Add in rising employee benefit costs and credit card fees that cut into the bottom line, and it's a lot to manage. Still, our members have weathered bigger shifts than this, and the dealers I talk with are already adapting and finding what works for them. NRLA's job is to make sure you don't have to do it alone.

That's why we're going through a strategic planning process, looking hard at what you need now and over the next decade and building programs to match. Some of that work is already underway.

We've started offering AI education sessions to show members how these tools can make their businesses more efficient, with uses like inventory forecasting and customer communication. We'll also have a strong panel of speakers on the topic at the LBM Expo, being held December 9-10 at Mohegan Sun in Connecticut.

Our new partnership with Arthur J. Gallagher, who will be at the show, gives members more options for managing employee benefit costs without giving up coverage through a broker with deep experience in the LBM industry.

On the advocacy front, we're pushing hard for credit card processing fee legislation at both the state and federal levels. While that work continues, our partnership with Payment Processing Consultants (PPC) offers highly competitive rates that haven't changed in decades. If you haven't compared your processing costs to what PPC offers, a free quote costs you nothing.

The type of planning we're doing at NRLA is just as valuable for your own business. Stepping away from the day-to-day to think about where your market is headed, how consolidation could affect your competitors and suppliers, and where you want to be in five years is one of the best things an owner can do. NRLA can help you with this in two ways: through our executive roundtables or through our partnership with Conifer Hill Advisors, which can develop a strategic plan built around your goals, whether that's growth, a leadership transition, or simply a clearer picture of what's ahead.

NRLA is changing to support the future of this industry, and we want to help you plan for yours. To learn more about any of these programs or anything else we offer, email me at rferris@nrla.org.

Thank you for the opportunity to serve you,

Rita

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Genn Howley
NRLA Chair, GNH Lumber

My roots are in the lumber business, an industry that has shaped my life for as long as I can remember. Growing up beside a working lumberyard, I was fascinated by the trucks, customers, and daily activity. Our family's schedule naturally revolved around business; it was simply our way of life.

Over the years, I have learned that every season brings change. Fall arrives with cooler air and a renewed sense of urgency. Some dread the return to school or colder weather, while others look forward to the holidays. For me, it signals a final push to close business, ship orders, finish the year strong, and prepare for what comes next. Lately, I have found myself nostalgic for a simpler time, when business decisions were not driven entirely by metrics. This business has been—and always will be—home to me, yet technology and algorithms are reshaping the landscape I have known for so long.

The world is moving faster than my analog mind can comfortably follow. To keep pace, we have all had to adapt our sales and management strategies. As the industry evolves, every member must adjust. The business looks very different from the one I entered more than 30 years ago, requiring dealers to rethink their tactics, direction, and expectations. I encourage our members to pivot and remain open to change, because change creates opportunities for growth. Strategic planning takes on new meaning when we must reinvent practices that have guided us for years. Our industry needs dealers and associate members to look strategically toward the future. If you are called to the table, will you join us? My hope is that, as a membership, we embrace what lies ahead, even if it differs from what we once imagined. Although I look back fondly on the past 30 years, I remain grounded in the present and committed to planning for the future. I know without a doubt that the only direction is forward, guided by faith over fear.

A handwritten signature in black ink, reading "Genn Howley". The signature is fluid and cursive, with the first name "Genn" and last name "Howley" clearly distinguishable.

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Kylie Holland
NYLE President, Curtis Lumber Company

There's something about fall that naturally makes us pause. The leaves change, the days get shorter, and the busy pace of the building season begins to wind down. It's a season of transition and a good time to take stock.

As I look back on 2026, I find myself thinking less about any one market trend or challenge and more about the people who make this industry what it is. Every year brings something new to learn, something unexpected to navigate, and usually a few things that don't go quite according to plan! But that's also what makes this industry so interesting. We are constantly learning, adapting, and finding our way forward.

And somewhere along the way, I think many of us in NYLE have started to realize that we aren't simply the next generation anymore. We are actively a part of the generation that will shape where this industry goes next.

That realization is both exciting and a little terrifying—you know, in a good way!

Most of us have inherited more than just a job in this industry. We've inherited relationships, knowledge, and lessons from people who have spent decades building something worth passing along. We have the privilege of learning from those who came before us—and the responsibility to decide what we will carry forward, what we will change, and what we hope to leave behind.

That is what makes NYLE so meaningful to me. The conversations, connections, and friendships give us opportunities to see the bigger picture. We get to learn from one another, challenge one another, and hopefully become a little more prepared for the responsibility that comes with leading this industry.

As I close out this year as NYLE president, I appreciate and marvel at both how far we've come and the opportunities we still have in front of us. The future of this industry isn't some distant idea; it's being shaped by the people sitting around the table with us today.

Thank you to our amazing NYLE board, the NRLA staff, the dealers, and the associate partners who give us the opportunities that allow NYLE to grow and promote our industry. I look forward to continuing my leadership journey alongside all the amazing folks I've met along the way!

Kylie L Holland

MARK YOUR CALENDARS FOR THESE UPCOMING 2026 NYLE EVENTS

Wednesday-Thursday, December 9-10
NRLA LBM Expo
Mohegan Sun, Uncasville, CT

Wednesday, December 9
NYLE Annual Meeting
Mohegan Sun, Uncasville, CT

Wednesday, December 9
NYLE After Dark
Mohegan Sun, Uncasville, CT



UPCOMING NYLE EVENTS

Dates and Locations for the following
events are to be determined...

NYLE Winter Outing
NYLE Spring Leadership
NYLE Summer Outing
NYLE Timber Tour
NYLE Annual Meeting
at LBM Expo 2027



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Complete both puzzles below and submit your answers to publications@nrla.org by **Dec. 14** for a chance to win a fantastic prize pack* of unique industry items from your favorite brands—plus bragging rights! Whether you submit a screenshot from your mobile device or a picture of your handwritten entry from the LC itself, make sure your submission lands in our inbox by the deadline!

**We encourage everyone to play in print or online, but note that the prize packs are intended for retail lumber dealers.*

Your Name

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Valid Email Address (to notify you if you win)

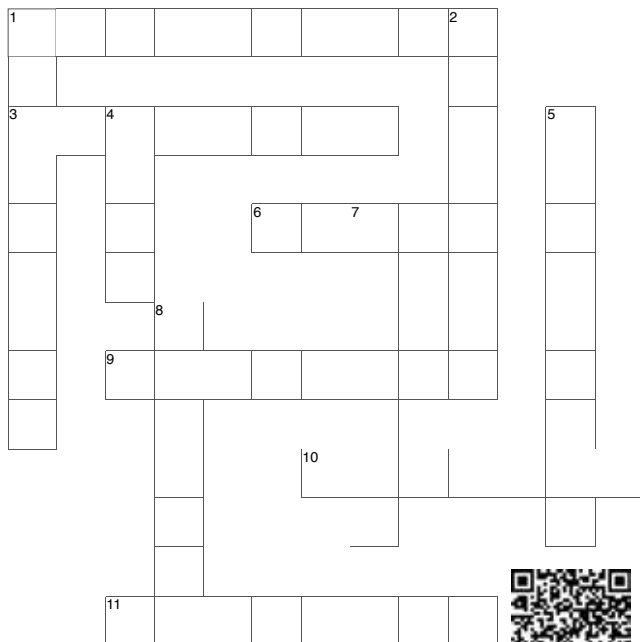
MORE THAN A TRADESHOW

ACROSS:

- Those bringing products, demos, and specials to LBM Expo
- What change is described as being
- What process top performing leaders are rethinking to win
- What Thacker says the LBM industry is so much more than
- Says face-to-face interaction is very important
- He is a Certified Valuation Analyst

DOWN:

- What Bicknell says has always made the industry special
- These LBM Expo supporters are behind 11 sponsored offerings
- The group to find after dark
- What can help you attend LBM Expo for free
- Where conversations, connections, & ideas strengthen the LBM industry
- An after-hours way to connect with fellow attendees



<https://nrla.org/more-than-tradeshow>

(All answers can be found within this issue.)



DECK THE HALLS

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CABLE	HANDRAILS	PLUGS
CLIPS	HARDWOODS	PRESSURE TREATED
COMPOSITE	HIDDEN	PVC
GARAPA	ILLUMINATED	SCREWS

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T C G T P S E E N D D L H O A
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S C E S C D P U A N P D P R A
L V P A T E M A W O E E E A O
G P B S R I S S S E P D T H H
S L L E N W G B P G A D D C T
E S D A A L I E L G U A W I E
N A T W L S W E R C S L S A H
P E W C O M P O S I T E P T E
D E T A E R T E R U S S E R P
C L I P S D S H S R S U R H S



<https://nrla.org/deck-halls-2026>



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Each LC publication has games you can play:



LC SupplySide:

Test your knowledge of all things NRLA with the LC's NRLA Trivia Game. Check every other week for a link to play!

NRLA Welcomes New Members!

RETAIL MEMBER



Erie Materials Syracuse, N.Y.

NRLA and the Central New York Retail Lumber Dealers Association (CNYRLDA) welcome Erie Materials as a new retail member. Founded in Syracuse in 1973 by Bob Neumann, Erie Materials has grown from a single location with three employees into one of the region's leading distributors of building products.

Today, the second-generation, family-owned company is led by President and CEO Chris Neumann, the founder's son. Erie Materials operates 11 locations throughout New York and Pennsylvania and employs more than 400 people.

The company serves professional contractors with a broad range of exterior building products, including roofing, siding, windows, doors, decking and related materials. Erie Materials has built a strong reputation for knowledgeable employees, an extensive product selection, dependable delivery and long-standing customer relationships.

More than 50 years after its founding, Erie Materials continues to grow while maintaining the family-owned culture and customer-focused approach that have been central to the company since its beginning.

Have News to Share?
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NRLA Welcomes Two New Team Members, Announces LaChapelle's Expanded Role, and Honors Alden J. Robbins

Welcoming Director of Legislative & Regulatory Affairs Kevin Scorsone



The NRLA is pleased to announce the appointment of Kevin Scorsone as its new director of legislative & regulatory affairs. A Capital Region native and University at Albany alumnus with a bachelor's degree in American history,

Scorsone brings a decade of government affairs and advocacy experience in the health care, housing, and technology sectors.

Scorsone will manage and coordinate NRLA's legislative agenda across seven states, as well as at the federal level through the American Building Materials Alliance (ABMA). He will work closely with state and regional legislative committees and boards of directors to coordinate grassroots campaigns and action alerts. He and his department also will monitor complex legislative and regulatory developments and provide members with clear, actionable updates.

Most recently, Scorsone served as director of government affairs and lobbyist at Elevation Strategies, where he led state-level advocacy efforts and built relationships with legislators, agency officials, and regulators. His previous government affairs and advocacy experience includes roles with the Raleigh Regional Association of Realtors and the North Carolina Nurses Association. He began his career as a legislative communications coordinator with the New York State Assembly.

NRLA Announces Expanded Responsibilities for Jacob LaChapelle



The NRLA is pleased to announce that Jacob LaChapelle will take on additional responsibilities supporting associate membership sales and business development.

LaChapelle will continue managing advertising sales and supporting NRLA's marketing and communications efforts. In his expanded role, he will also identify and cultivate prospective associate members, strengthen relationships with current members, communicate the value of NRLA membership, and identify opportunities for engagement across membership, advertising, sponsorships, events, and other NRLA programs.

As part of this transition, LaChapelle's title has been updated from sales & marketing specialist to sales & business development specialist. All other aspects of his role remain unchanged.

Welcoming Education & Events Coordinator Jennifer Galavotti



Jennifer Galavotti brings more than seven years of experience in marketing, communications, development, and project coordination to her new role with NRLA. Most recently, she spent seven years with Eden Renewables, where she

held positions including marketing & communications manager, development manager, and project coordinator.

In her role with NRLA, Galavotti assists Director of Education and Development Erin O'Connor with the administration and coordination of the association's educational programs, online learning and virtual events, industry roundtables, and workforce development initiatives. She also supports NRLA educational events and programming for LBM Expo and the IDEAS Show, and the North American Young Lumber Employees (NYLE).

Galavotti is a graduate of The College of Saint Rose in Albany, N.Y., where she received a BS in Marketing/Marketing Management, and an MBA.



NRLA Staff Honor Alden J. Robbins Through Memorial Trail Race

NRLA staff members participated virtually in the Alden J. Robbins Memorial Trail Race on Wednesday, Sept. 23, in Rensselaer, N.Y. The event, held Sept. 21 through Oct. 3, included virtual 5K run and walk options, along with an in-person trail race and walk in Searsmont, Maine.

A May 15 fire and explosion at Robbins Lumber claimed the lives of Searsmont Assistant Fire Chief Wayne Woodbury, 76, and Andrew Cross, 27, of the Morrill Volunteer Fire Department. Ten people were injured, including Robbins' daughter, Lily. Alden J. Robbins later died on July 2 from injuries sustained in the blaze.

The memorial race celebrated Robbins' love of the outdoors and trail running while providing participants with an opportunity to honor his memory and recognize the impact he had on so many people throughout the industry.



Home Central Welcomes Corning Building Company to the Home Central Family

Home Central is proud to welcome the Corning Building Company, Corning, N.Y., and its dedicated team to the Home Central family as the historic, generational family-owned business begins a new chapter as Corning's Home Central.

For nearly 179 years, the Corning Building Company and the Smith family have been a trusted part of the Corning community. Now, the torch has been passed from one family-owned business to another, creating an opportunity to honor the past while building an even stronger future for the community and the customers both businesses have proudly served.

The addition of Corning's Home Central marks the fourth Home Central retail location, joining the company's existing stores in Owego, Vestal, and Candor. Home Central is a family-owned company with a strong commitment to serving its communities, supporting its employees, and helping homeowners, DIYers, contractors, and businesses bring their projects to life.



Hammond Lumber Company Recognized as Best Place to Work in Maine

Hammond Lumber Company (Hammond) has been named one of the 2026 Best Places to Work in Maine, marking the sixth consecutive year the company has received the recognition.

The Best Places to Work in Maine program is designed to identify, recognize, and honor the best places of employment in Maine. The 2026 list is made up of 134 companies in three size categories: 42 small employer companies, 67 medium employer companies, and 25 large employer companies. Hammond is one of the 25 winners in the large employer category with more than 1,200 employees across Maine and New Hampshire.



Hancock Lumber Breaks Ground on Oxford Facility

Hancock Lumber held a ceremonial groundbreaking for its new 44,000-square-foot component manufacturing facility in Oxford, Maine, and hired Brian Mills as general manager. The facility, expected to open in early 2027, will produce wall panels, pre-cut and labeled framing packages, stair systems, and other building components. Mills brings more than 30 years of experience in the building materials industry.



HEP Sales and North Main Lumber Announce Acquisition of Belmont Hardware

HEP Sales and North Main Lumber is pleased to announce the acquisition of Belmont Hardware, in Belmont, N.Y., expanding its regional presence and commitment to quality products, knowledgeable service, and competitive pricing.

"We are excited to welcome Belmont Hardware into the HEP Sales and North Main Lumber family," said Max Krueger, president. "Belmont Hardware has been an important part of the community for many years and we look forward to building on that tradition while continuing to serve homeowners and contractors."

Customers can expect the same personal service, knowledgeable employees, quality products, competitive prices, and access to HEP Sales and North Main Lumber's broader selection of building materials and home-improvement products.

TRUFAST Launches TRUTALK, a Building-Envelope Focused Podcast

(a Altenloh, Brink & Co., US Inc (SPAX) brand)



during insightful 20-minute conversations.

TRUTALK podcast hosts Jason Wigboldy and Nick Eschhofen discuss all things related to the building envelope. The two share expert insights into roofing, walls, building science, and the technologies shaping the industry

Listen here: <https://www.trufast.com/tools-resources/trutalk>



MRLDA Awards \$20,000 in Scholarships

The Massachusetts Retail Lumber Dealers Association (MRLDA) is proud to award \$20,000 in merit scholarships once again. This year, we awarded 10 scholarships of \$2,000 each. The scholarships support the following educational pursuits: associate, bachelor's, or master's degrees; vocational or trade school training; and continuing education pursued five or more years after secondary school, including vocational, degree, or certificate programs.

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

Katherine Stewart

Koopman Lumber

Mia Giargiari

Botello Lumber Company

John Pozerski

John Foster Lumber Company

Peter Furia

Cape Cod Lumber

Kinnick King

Marine Home Center

Lauren Furia

Cape Cod Lumber

Jaysen Rowen

Builders FirstSource

Emily Hunter

F.D. Sterritt Lumber Co.

Ryan Hunter

F.D. Sterritt Lumber Co.

Tristan Hanson

Howe Lumber Company

NHRLA and RLDAM Food Drives Make a Difference



The team at Hammond Lumber Company's Bangor location led the RLDAM Food Drive with 1,980 pounds of food collected, which was donated locally to the Good Shepherd Food Bank of Hampden.

The New Hampshire Retail Lumber Association (NHRLA) and the Retail Lumber Dealers Association of Maine (RLDAM) each held food drives throughout August to support local communities and help provide meals to those in need.

Together, the two associations collected an impressive 19,377 pounds of food and \$10,273 in monetary donations. RLDAM members contributed 7,258 pounds of food and \$1,325 in donations, while NHRLA members collected 12,119 pounds of food and \$8,948 in donations.

Combined, these contributions are equivalent to approximately 36,628 meals for individuals and families facing food insecurity throughout Maine and New Hampshire. The success of both food drives demonstrates the generosity and community spirit of the lumber and building material industry and the meaningful impact that can be made when members come together to support their communities.

IN MEMORIAM

Alden J. Robbins, 51, of Searsmont, Maine, passed away on July 2, after a courageous seven-week fight following the tragic accident at Robbins Lumber on May 15. Alden served as the vice president of sales for Robbins Lumber, a fifth-generation, family-owned sawmill.

Diane M. Godek, 74, of South Hadley, Mass., passed away peacefully on July 18. Diane was the mother of NRLA/LBMDF Board of Directors member Ed Godek of Rex Lumber Co.

Robert "Bob" Lee Jackman, 75, of New London, N.H., peacefully passed away on July 23. Bob was a loyal employee of LaValley Building Supply Company for 47 years, working up to the very week he passed, and was serving as a retail director on the NHRLA Board and chair of its Legislative Committee at the time of his passing. He also received the NHRLA Lumber Person of the Year Award in 2022.

Derek Partridge, 40, of Plymouth, Mass., passed away unexpectedly on July 23. Derek began his career in 2009 at Shepley Wood Products and served as a sales rep for Mid-Cape Lumber at the time of his passing.

Joni Hicks, 73, of Colebrook, N.H., passed away on Sunday, July 5. Joni spent more than 50 years working for the family business, P.A. Hicks and Sons, with 17 of those years running the Pittsburg yard.

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Termites, fungi, flame spread and smoke development, mold and moisture

Learn more: WolmanizedWood.com





◀ Simpson Strong-Tie Expands Outdoor Accents Decorative Hardware Line with New Button-Head Connector Screw

Designed for use with Outdoor Accents decorative hardware, the new patent-pending screw features a low-profile button head that delivers a clean, finished appearance while helping installers create attractive wood connections for pergolas, patio covers, decks, fences, and other outdoor structures.

Learn more: <https://nrla.org/sst-button-head>

FastenMaster Introduces ▶ MarineLOK Heavy Duty 316 Stainless Structural Fasteners for Marine Applications

MarineLOK features an innovative patent-pending design that combines three technologies that enable faster starts, smoother cutting, and a cleaner finish: a sharp type-17 point, serrated cutting teeth, and wood-clearing inner threads.

Learn more: <https://nrla.org/fm-marinelok>



◀ Westlake Royal Building Products Adds Column Wraps and New Color to Grove Collection Trim Line

Originally available in six on-trend colors, Grove Collection has been upgraded with the addition of a new color for 2026, Rich Cedar, broadening the line's palette for designers and builders seeking warm, natural wood tones.

Learn more: <https://nrla.org/wrbp-wraps-color>

Westlake Royal Building Products Introduces SturdiMount Woodgrain

SturdiMount is designed to provide a strong mounting surface perfect for light fixtures, vents and outlets. Designed to provide a strong mounting surface perfect for light fixtures, vents, and outlets.

Learn more: <https://nrla.org/wrbp-sturdimount>



Woodgrain Introduces Diamond Deck & Wood Screws

Diamond Deck & Wood Screws are a premium fastening solution designed for decking, outdoor construction, and treated lumber applications. Key features include patented TTX drive technology, Typhoon head with nibs, and DXAS coarse thread on the screw shank and point.

Learn more: <https://nrla.org/woodgrain-dd-wood-screws>

New Simpson Strong-Tie High-Strength Steel Shearwall

Simpson Strong-Tie introduces the Strong-Wall high-strength steel shearwall (SSWH). The prefabricated steel panel helps structures resist lateral forces in seismic and high-wind regions. It's ideal for use alongside window and garage door openings in single-family and multifamily residential buildings with limited wall space, as well as for standard, portal, raised-floor, and stacked applications using wood or steel beams.

Learn more: <https://nrla.org/sst-shearwall>





1976

2026

50 YEARS

**BUILT ON QUALITY.
DRIVEN BY PEOPLE.
BUILT TO LAST.**

What began in 1976 as a single pressure-treating operation in Culpeper, Virginia, has grown into one of the nation's leading manufacturers of pressure-treated lumber.

For 50 years, we've remained committed to producing quality products, building lasting relationships, and supporting the independent dealers and communities we serve.

Founded by Joseph R. Daniel Sr., Culpeper was built on a simple belief: When you deliver a quality product and stand behind your word, trust follows. Through hard work, innovation, and a dedication to doing things the right way, that vision became the foundation for decades of steady growth.

Today, Culpeper operates facilities across the Mid-Atlantic, Northeast, Midwest, and South, serving customers with the same commitment to quality and service that defined the company from the very beginning. While our footprint has expanded, our purpose remains unchanged.

As we celebrate 50 years, we're grateful for the employees, customers, suppliers, and partners who have been part of our story. Together, we've built more than a company—we've built relationships that continue to stand the test of time.

Here's to the next 50 years.™

1976



2026



THE CULPEPER COMMITMENT



QUALITY

An unmatched pride in delivering the highest quality product, consistently and on time.



EXCELLENCE

Dedicated to a level of excellence that provides exceptional service and value in everything we do.



COLLABORATION

Problem-solving partners in helping our customers to grow and achieve their goals.



COMMUNITY

Doing our part to help make our communities great places to live, work, and enjoy life to its fullest.

**CULPEPER
FIRE RETARDANT
TREATED WOOD**

IT'S ABOUT TIME

In a fire event, time saves lives. Available for a wide range of building applications, Culpeper fire retardant treated wood (FRTW) slows the spread of fire and smoke, providing life saving time for evacuation.

CULPEPER FRTW SHEATHING

CULPEPER FRTW FRAMING



Pressure impregnated with FlamePRO® fire retardant, Culpeper FRTW achieves Class A/Class 1, the industry's designation for the very best fire performance.

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WHERE THE LBM COMMUNITY
COMES TOGETHER.

»»» LBM EXPO «««

DECEMBER 9-10, 2026

Every conversation, every connection, and every idea shared
helps strengthen independent lumber dealers
and the partners who support them.



Earth Expo & Convention Center
Mohegan Sun, Uncasville, CT

Watch Last Year's
Highlights!



LBMEXPO.COM

LBM EXPO IS BROUGHT TO YOU BY **NRLA**
Northeastern Retail
Lumber Association

LBM Expo is where relationships are built, experiences are exchanged, and our industry moves forward, together.

LOCATION

Mohegan Sun Earth Expo
& Convention Center,
Uncasville, CT



Scan to go to lbmexpo.com
to learn more and see the
full 2026 event schedule!

LBM EXPO REGISTRATION

All registration fees include:

- > Full access to exhibit hall.
- > Admission to on show floor education sessions and in-booth demonstrations.
(Note: There are two paid education sessions held off the show floor.)
- > Complimentary lunch on show floor both days.

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.



BUILD RELATIONSHIPS

Reconnect with longtime partners, meet new industry contacts, and build relationships that continue long after LBM Expo ends.



LEARN FROM YOUR PEERS

Exchange insights with fellow dealers, manufacturers, distributors, and industry professionals who understand your everyday challenges and opportunities.



PUT IDEAS TO WORK

Attend educational sessions, watch live in-booth demos, explore innovative products, and discover business strategies you can implement immediately.

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



EXPERIENCE THE INDUSTRY ALL IN ONE PLACE

From hundreds of exhibitors, to special events and complimentary lunches, LBM Expo brings the entire independent LBM community together under one roof.



BE PART OF WHAT'S NEXT

Every conversation, every idea, and every connection helps strengthen individual businesses while advancing the future of the independent LBM industry.



A LETTER FROM OUR CONVENTION CHAIR ROB BICKNELL

Every day, our industry builds communities throughout the Northeast.

We supply the lumber that frames a family's first home. We provide the materials that help schools expand, hospitals grow, small businesses open their doors, and neighborhoods recover after storms. Whether it's through independent lumberyards, hardware stores, manufacturers, or supplier partners, our work quietly shapes the places where people live, work, and raise their families.

Most of the time, we're busy helping build everyone else's community.

But once each year, we have the opportunity to build our own.

That's what NRLA's LBM Expo has always been to me.

Yes, there are new products to discover. New technologies to explore. New business ideas that can help all of us become better operators. Those things matter.

But they aren't the reason I keep coming back.

I come back for the people.

As convention chair, one of my favorite moments each year is welcoming someone attending LBM Expo for the very first time. I know what that feels like. Walking into a room filled with successful people from across the Northeast can be intimidating. It doesn't take long, however, to realize you've stepped into something different. Before long, you're shaking hands, exchanging ideas, and having conversations with people who genuinely want to see you succeed.

That's who we are.

I also look forward to reconnecting with friends I've made over many years in this industry at LBM Expo. Some of our best conversations happen while walking the show floor. Others happen over breakfast, between educational sessions, or over a cold drink after the day's events have wrapped up. We talk about our businesses, our families, the challenges we face, and the opportunities ahead.

Conversations matter. They're where ideas are born. They're where problems get solved. They're where partnerships begin and lifelong friendships are strengthened.

Our industry has never been defined solely by the products we sell. It's defined by the relationships we build, the trust we earn, and the willingness to help one another succeed. In a business that continues to evolve, that sense of community has never been more valuable.



For generations, LBM Expo has been where those relationships come together. It has become more than a convention. More than a trade show.

It has become our annual reunion.

This December 9 and 10, we'll gather once again at Mohegan Sun in Uncasville, Conn. We'll celebrate what's new, learn from one another, and prepare for the future of our businesses.

More importantly, we'll invest in something that has always made this industry special—each other.

If this will be your first LBM Expo, I look forward to personally welcoming you.

If you've been attending for years, I can't wait to shake your hand again.

Because when the booths come down, the lights go out, and everyone heads home, you may not remember all the products you saw, but you won't forget the relationships you made.

Because every day, we help build communities across the Northeast. And, on December 9 and 10, we'll build our own.

We can't wait to see you there!

Robert T. Bicknell, Bicknell Building Supply
and Convention Committee Chair

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Raising the Standard.**

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BUILD RELATIONSHIPS



LEARN FROM YOUR PEERS



PUT IDEAS TO WORK



BE A PART OF WHAT'S NEXT

SCHEDULE AT-A-GLANCE

WEDNESDAY, DECEMBER 9

7:30 a.m. - 5 p.m.
Registration Open

8 - 9:30 a.m. Breakfast Session
Supervisory De-Escalation & Leading Through the "Wave of Change"—The Only Constant is Change

Presented by Dave Layman, MS Ed., CPTM, Integra HR

Ticketed event, \$35 per person (fee includes breakfast)

9:30 a.m. - 5 p.m.
SHOW FLOOR OPEN

9:30 - 10:30 a.m.
Coffee Break on Show Floor

11:30 a.m. - 1 p.m.
COMPLIMENTARY LUNCH ON SHOW FLOOR

Take a break, grab a bite, and keep the connections going! Join fellow LBM Expo attendees and exhibitors for a complimentary lunch. All LBM Expo attendees are welcome.

1:30 - 3 p.m. Afternoon Session
Panel Discussion: Selling Smarter—The Future of Sales in the Lumber & Building Materials Industry

Panel Participants: Mark Altman, founder, MindsetGO; Tom Zimmerman, founder/owner, Shift Sales Training & Consulting; and Corbin Rinehart, technical sales director, WindsorONE

4 - 5 p.m.
NYLE Annual Meeting

With induction of Sadie Hammond of Hammond Lumber Company as NYLE President.

5:30 - 8 p.m.
Discover Mohegan Sun Pub Tour
Experience Mohegan Sun while building meaningful connections with fellow attendees.

8 p.m. - 12:30 a.m.
NYLE After Dark

Join NYLE at Comix Roadhouse for an unforgettable evening of drinks, appetizers, karaoke, mechanical bull riding, and plenty of opportunities to let loose and connect with fellow attendees

THURSDAY, DECEMBER 10

7:30 a.m. - 3 p.m.
Registration Open

8 - 9:30 a.m. Breakfast Session
The Resilient Dealer: Navigating Tariffs, Cost Pressure, and Market Uncertainty

Presented by Sam Brownell, Stratus Business Advisors

Ticketed event, \$35 per person (fee includes breakfast)

9:30 a.m. - 5 p.m.
SHOW FLOOR OPEN

9:30 - 10:30 a.m.
Coffee Break on Show Floor

10:15 - 11:45 a.m.
Student Recruitment Fair

11:30 a.m. - 1 p.m.
COMPLIMENTARY LUNCH ON SHOW FLOOR

Take a break, grab a bite, and keep the connections going! Join fellow LBM Expo attendees and exhibitors

for a complimentary lunch. All LBM Expo attendees are welcome.

1:30 - 3 p.m.
Panel Discussion: AI in Action—Transforming the Lumber & Building Materials Industry

Panel Participants: Jeremy Baker, safety and fleet manager, rk MILES; Scott Hamilton, senior director of growth, Toolbx; and Shawn Razek, CEO, Matterhaul.

3 - 3:30 p.m.
NRLA Annual Business Meeting Reception

All LBM Expo attendees welcome.

3:30 - 4 p.m.
NRLA Annual Business Meeting

All LBM Expo attendees welcome.

Go to page 32 for full education session descriptions.

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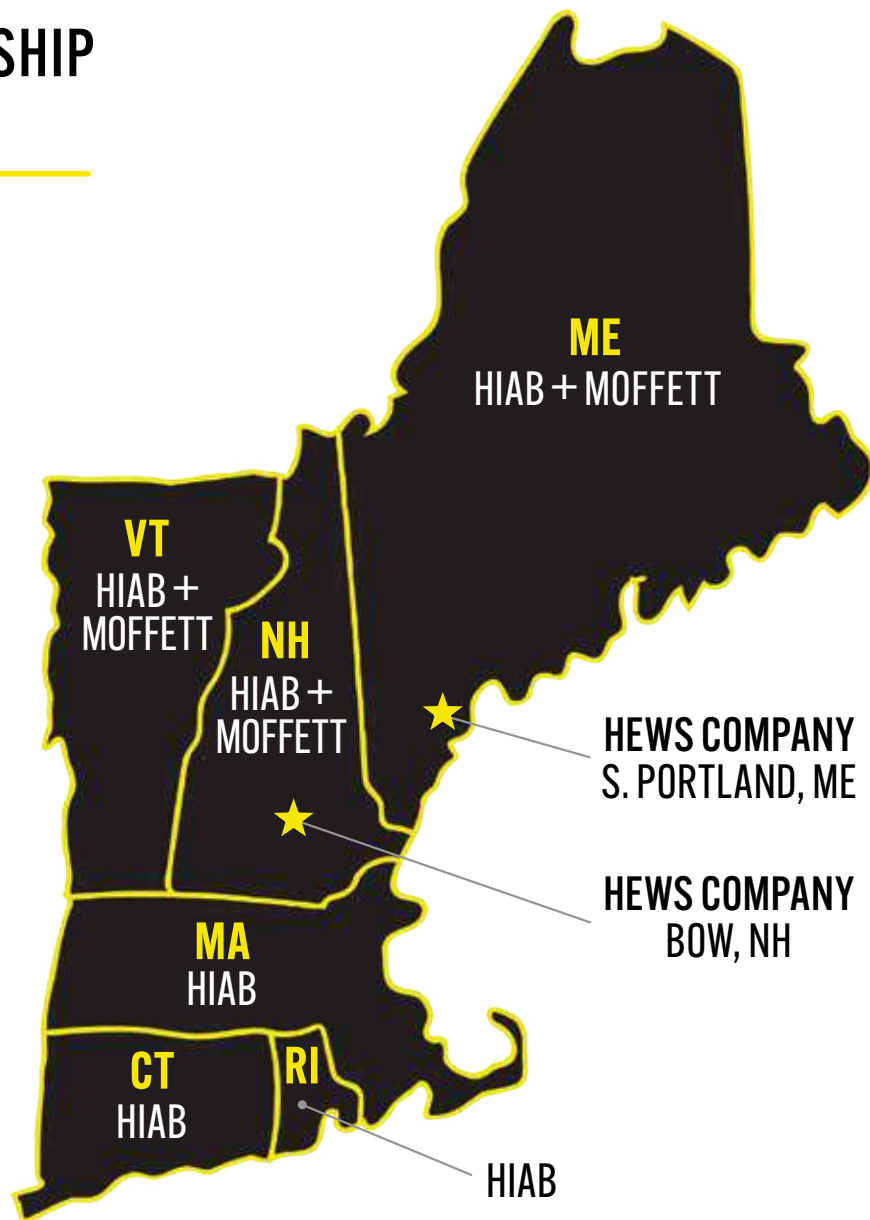
For more than 40 years, Hews Company has been a trusted Hiab Preferred Partner.

With expanded coverage as an authorized sales, parts and service provider for HIAB Cranes and MOFFETT Truck Mounted Forklifts, customers in Massachusetts, Connecticut and Rhode Island now have access to the same experienced and dependable team that has supported fleets in Maine, New Hampshire and Vermont for decades.

**COME FIND US AT
THE 2026 LBM EXPO**

BOOTH #150

**DECEMBER 9TH - DECEMBER 10TH, 2026
MOHEGAN SUN, UNCASVILLE, CT**



More Than a Tradeshow

The Relationships, Ideas, and Shared Purpose Behind LBM Expo

By Melissa Stankovich, NRLA director of communications



Once a year, NRLA's LBM Expo brings independent retailers and LBM partners together face-to-face to see new products, exchange ideas, and learn from respected speakers and industry experts. It's where industry challenges are discussed, solutions are discovered, and relationships are strengthened in ways that help move businesses forward.

"I've attended LBM Expo for 30 years, and one thing hasn't changed: the Expo remains the single best opportunity to see more than half of our membership in one place. That access is invaluable. The conversations I have with our retail and associate members, hearing what's top of mind for their businesses, help shape the information, programs, and services we provide to meet their needs. I also look forward to seeing the new products and services coming into our industry. The Expo is where innovation meets community," said NRLA President Rita Ferris.

After 24+ years with NRLA, LBM Expo holds a special meaning for me, too. I look forward to reconnecting with the industry partners who have become friends, catching up with the LC contributors who share their knowledge and insights with our retail lumber dealers, and seeing the retailers I've gotten to know over the years explore the show floor. Most of all, I

love watching our members come together at networking events, sharing business stories, personal stories, and plenty of laughs. I leave each Expo with a full heart and a renewed sense of the greater purpose behind our work: uniting our industry, strengthening the connections that support us, and equipping our members with the knowledge, relationships, and confidence to take on what's ahead.

"LBM Expo is the culmination of months of hard work by our NRLA team, exhibitors, and every retailer who makes the time to attend. At the heart of it all are relationships with vendors, customers, and, just as importantly, peers. I love walking the show floor and hearing the buzz. To me, that buzz is the sound of communication—vendors connecting with customers, old friends catching up, and attendees discovering a new product or idea that could make a difference in their business. After all the planning behind the scenes, hearing that buzz is music to my ears," said NRLA Director of Conventions Donna Berger."

But the true measure of LBM Expo is found in the experiences of the members who attend and participate. See for yourself on the following pages as NRLA retail and associate members share the relationships, ideas, and experiences that make LBM Expo more than a tradeshow for them.



“Individuals buy for different reasons—company alignment, culture, history, reputation, price, relationship, etc., or a combination of any or none of those reasons. LBM Expo allows my team to connect with manufacturer and vendor representatives outside the office setting and without the distractions of a jobsite. Those connections and conversations can grow relationships and share culture and history, making price only part of the conversation and not the sole focus. The LBM industry is so much more than business.”

—Jason Thacker, Howe Lumber Company



Gabe Arnold
Do it Best

“It was really good to connect with Thomas Getzke of Tully Building Supply [LBM Expo 2025]. He’s on the Board of Directors of the Central New York Retail Lumber Dealers Association and a longtime member of Do it Best. We got to spend a good amount of time with him talking about his business in the year ahead and how we can grow together. I’m truly grateful for the opportunity to catch up with him at LBM Expo, and his enthusiasm cemented, for us, that our attendance was absolutely necessary going forward.”



JoAnne Tarr
Hancock Lumber

“LBM Expo helps strengthen and move the LBM industry forward by uniting a variety of people, products, educational, and social opportunists together under one roof. It creates moments where we can all grow and help others grow. I’ve had a few conversations that have stuck with me long after LBM Expo is over, and they have all been with people I meet from my competitors. When we’re working in our yards, we are rivals, but at Expo, we all have respect for each other and unite with our passion for the industry.”



Chris Brown
Culpeper Treated Lumber

“Independent dealers are the backbone of this industry, and the person you meet at LBM Expo is often the owner or the buyer who’s making the actual call on who they buy from. That direct access matters. When you build trust with an independent face-to-face, it shows up later as loyalty during supply crunches, willingness to try a new product, and a much more honest conversation about what’s actually happening at their counter.”

(Continued on page 30)



“After 53 years of attending, I can say LBM Expo has been the best event for me. It’s where the NRLA community comes together, and that’s what makes it so special. Our industry is different from any other I know. We compete, but when help is needed, we’re there for one another. If someone has a fire, we offer trucks and products to keep them going. We’ve known each other for generations and it’s what keeps us coming back year after year.”

—Lorraine Miner, Miner’s, Inc.



Rod Wiles
Hammond Lumber Company



Doug Ford
Curtis Lumber Company



Jay McCarthy
Marketing & Sales Associates

“Our industry is at its best when we’re willing to learn from one another and invest in our people. Some of the most valuable discussions I’ve had at LBM Expo have focused on leadership and developing the next generation of industry professionals. Those conversations have reinforced my belief that while products, technology, and processes will continue to evolve, long-term success still comes down to people and relationships. That’s a lesson that stays with me long after every Expo.”

“What starts as a conversation among independent dealers at LBM Expo ultimately can become a catalyst for something much bigger. To me, that is a perfect example of the value of Expo: sometimes the most important takeaway isn’t a product or business deal but an idea that motivates you to take action. Simply spending time together creates a connection that is difficult to duplicate through a screen. For an industry built on relationships, personal interaction is one of the most valuable things LBM Expo provides.”

“One of the greatest benefits of LBM Expo has been meeting new people and being introduced to new companies.

Over the years, we have been fortunate to turn many of those initial conversations at the show into long-term business relationships that have continued for years. You never know which conversation or introduction at LBM Expo may become your next great customer, supplier, or business partner.”



“ Our business is fueled by change, evolution, and innovation. Bringing manufacturers, distributors, and dealers together to explore supply chain options and upgrades helps drive sales and improve margins. Other shows tend to be builder- and contractor-focused, while national events that address the supply chain lack the regional relevance of LBM Expo. It’s directly connected to what’s happening and developing in the Northeast.”

—Tom Zimmerman, Silvermine



Dale Spencer
SmartTech Timber

“ LBM Expo has a great casual atmosphere where customer needs can be discussed and your products can be showcased. I’m a big believer that in this digital age face-to-face interaction is very important in building lasting relationships. It’s a lost art that translates to sales. As people, we need to interact face-to-face and develop relationships that can stand the test of time.”



TJ Shaheen
Builders' General Supply

“ At a recent LBM Expo, I was having an issue with an order that had been delayed. At the show, my sales rep introduced me to a key decision-maker for the supplier of this particular order. After having a conversation, we were able to get the order expedited to my customer. The customer was thrilled. Without Expo, this success story wouldn’t have been possible, and timing is everything!”



Ed Godek
Rex Lumber Company

“ The networking and connections among retailers and vendors cannot be matched. In addition, it is a great opportunity to learn about new products and product lines that vendors have. In addition to vendors, there are always some great education presentations or demonstrations at the show. Whether it is your first or your 50th LBM Expo, there is always something new to be learned.” 

Be Part of What's Next. Join Us at LBM Expo 2026!

PUT IDEAS TO WORK WITH LBM EXPO EDUCATION SESSIONS

Learn from industry experts about the latest trends and best practices you can begin implementing immediately.

WEDNESDAY: OPENING SESSION



Presented by **Dave Layman**,
MS Ed., CPTM, Integra HR

Wednesday, Dec. 9 • 8 to 9:30 a.m.

Supervisory De-Escalation & Leading Through the "Wave of Change" —The Only Constant Is Change

Ticketed Event, \$35 per person (includes light breakfast)

This truism highlights the reality that change is inevitable, whether we like it or not. This session will help participants understand the different reactions people have when faced with change and, more importantly, where those reactions come from. We'll explore how individual experiences, perspectives, expectations, and even generational influences can shape the way people perceive and respond to change. With that foundation, participants will explore how individuals, teams, and leaders can navigate change in ways that reduce emotional escalation and encourage healthier, more productive responses. The result is greater individual and team resilience, stronger understanding across different perspectives, and an increased ability to smooth the turbulence that change so often creates.

WEDNESDAY: PANEL DISCUSSION

Wednesday, Dec. 9 • 1:30 to 3 p.m.

Selling Smarter— The Future of Sales in the Lumber & Building Materials Industry



PANEL PARTICIPANTS:

Mark Altman, founder, MindsetGO; **Tom Zimmerman**, founder/owner, Shift Sales Training & Consulting; and **Corbin Rinehart**, technical sales director, WindsorONE

SESSION OVERVIEW:

The LBM industry is evolving faster than ever—driven by shifting customer expectations, supply chain challenges, and the rise of digital tools. In this dynamic panel, top-performing sales leaders and innovative disruptors will share how they're rethinking the sales process to win in today's competitive market.

From leveraging data-driven insights to building stronger customer relationships, our panelists will reveal the strategies, tools, and mindsets that are helping them close more deals, shorten sales cycles, and create long-term value for clients.

Modern Sales Tactics: How leading LBM sales teams blend traditional relationship-building with cutting-edge digital engagement.

Adapting to Market Shifts: Practical ways to navigate fluctuating material costs, supply chain delays, and changing buyer priorities.

Technology in Sales: Real-world examples of CRM, analytics, and mobile tools that are transforming the sales process.

Customer-Centric Selling: How to move beyond transactions to become a trusted partner in your customers' success.

Go to page 36 to learn more about our LBM Expo presenters.

THURSDAY: OPENING SESSION



Presented by Sam Brownell, CVA, CFA, MBA,
Stratus Business Advisors

Thursday, Dec. 10 • 8 to 9:30 a.m.
***The Resilient Dealer:
 Navigating Tariffs, Cost Pressure,
 and Market Uncertainty***

Ticketed Event, \$35 per person (includes light breakfast)

Sam Brownell will deliver a breakfast keynote examining the economic issues affecting independent dealers today. From tariffs and rising costs to broader economic uncertainty, Brownell will explain what current conditions mean for business owners and share practical strategies dealers can implement now to protect profitability, strengthen their businesses, and prepare for what may come next.



THURSDAY: PANEL DISCUSSION

Thursday, Dec. 10 • 1:30 to 3 p.m.
***AI in Action—Transforming the
 Lumber & Building Materials Industry***



PANEL PARTICIPANTS:

Jeremy Baker, safety and fleet manager, rk MILES;
Scott Hamilton, senior director of growth, Toolbx;
 and **Shawn Razeck**, CEO, Matterhaul

SESSION OVERVIEW:

In an industry where precision, timing, and margins make all the difference, Artificial Intelligence (AI) is no longer a futuristic concept; it's a competitive advantage. This dynamic panel brings together innovators, technologists, and industry leaders who are already harnessing AI to streamline operations, forecast demand, optimize supply chains, and unlock new opportunities in the LBM sector.

From warehouse automation to predictive inventory management, from AI-driven quality control to smarter customer engagement, our experts will share real-world case studies, lessons learned, and practical strategies you can apply today. Whether you're a wholesaler, distributor, manufacturer, or retailer, you'll walk away with actionable insights to help you work smarter, reduce waste, and increase profitability.



Register by visiting lbmexpo.com
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Availability and selection of **traditional cedar** isn't what is used to be....

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Lion Cedar is a premium selection of Alaskan Yellow Cedar boards that offer the trusted durability, insect resistance, and workability associated with traditional cedar products.

Lion Cedar provides PFP Distribution with arguably the largest stock and availability of Alaskan Yellow Cedar including:

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- Patterns
- STK
- Knotty
- Decking
- And more



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From its Eastern White Pine core to its patented priming system, Princeton Fine Wood is engineered to be better for trim, patterns, and mouldings — and better for your customers and your business.

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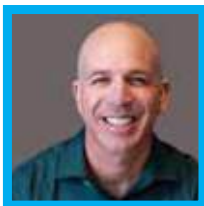


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To Contact
PFP Distribution



LEARN MORE ABOUT LBM EXPO'S PRESENTERS

Mark Altman, founder of MindsetGO



Mark is a seasoned sales executive and leader with more than two decades of experience, recognized as an Inc. 500 entrepreneur. He mentors Fortune 500 executives and joins forces with global brands to cultivate future business and sales leaders. In 2014, Mark founded MindsetGo,

an innovative company specializing in sales growth, and mindset transformation, aiming to foster sustainable performance, attitude, and habit change rooted in self-awareness.

Sam Brownell, CVA, CFA, MBA, founder & CEO of Stratus Business Advisors



Sam Brownell, CVA, CFA, MBA, is the Founder and CEO of Stratus Business Advisors, where he specializes in business valuation, succession planning, and transition strategies for independent business owners, with deep expertise in the lumber and building materials (LBM)

industry. Since founding Stratus in 2013, Sam has worked closely with LBM dealers across the country to help them understand what drives business value, prepare for ownership transitions, navigate tax and estate planning considerations, and preserve the long-term independence and sustainability of their businesses. Sam is a Certified Valuation Analyst (CVA), CFA Charter holder, and earned his BA in Economics from Loyola University Maryland and his MBA from the University of Maryland's Robert H. Smith School of Business.

Jeremy Baker, Safety and Fleet Manager at rk MILES



Jeremy Baker is a safety and fleet leader who has guided nearly 300 employees across 10 locations in two states through the pandemic. He built rk MILES' safety program and company-wide safety committee, championing communication, compassion, problem-solving, technology, continuous learning, and AI. Baker holds an associates

degree in Forestry, holds leadership roles for NRLA, LBMDf, and ABMA, and was named VLRDA's 2026 Lumber Person of the Year.

Scott Hamilton, senior director of growth at Toolbx



Scott Hamilton is senior director of growth at Toolbx. Scott has spent nearly five years helping independent LBM dealers move ordering, payments, and e-commerce online. He's grown with the company from sales operations to now running growth across the LBM and PHCP markets. Prior to

building materials, Scott led commercial and forecasting teams in energy retail and global maritime services.

Dave Layman, MS Ed., CPTM at Integra HR



Dave Layman is a learning and development professional by trade, and educator by training with several years of experience as an in-house training and development manager. Prior to that, he was a front-line supervisor of teams ranging in size from 1 to 20 direct reports. He now serves as a

performance consultant for Integra HR. Dave is a Certified Professional in Training Management (CPTM) and holds a master's degree in education from SUNY Plattsburgh. Dave creates high-energy and engaging learning experiences that deliver impactful results for learners and organizations alike. He believes that striking the right balance between the drive for results and providing what people need to thrive is the key to success for an organization and its people.

Shawn Razek, CEO at Matterhaul



Shawn grew up in the trades, renovated 50+ homes, and was a distributor of doors, windows, and millwork. He started Matterhaul because he has personally seen how much opportunity there is for AI to help the industry. Before founding Matterhaul he had a successful career in tech, developing

products, connected hardware, and factory automation for physical goods at Meraki, Verkada, and Stripe.

Corbin Rinehart, technical sales director at WindsorONE



Corbin Rinehart has spent more than 15 years helping building professionals better understand wood products and their performance. As technical sales director and head of R&D at WindsorONE, he specializes in wood science, product development, and translating technical concepts into

practical, real-world applications. Rinehart earned his degree in wood products from Penn State University and is passionate about making wood science approachable and useful for every audience.

Tom Zimmerman, founder and principal of SHIFT Sales Training & Consulting



Tom Zimmerman is the founder and principal of SHIFT Sales Training & Consulting. His career has been dedicated to sales philosophy, strategy, and execution for manufacturing and distribution businesses for more than 20 years. Throughout his career, he has helped create and launch

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American Lumber	421	Holbrook Lumber Co.	327	ProWood.....	335
Arauco Wood Products	471	Hood Distribution - McQuesten Group ...	133	Quikrete	521
Atlantis Rail Systems	235	Huber Engineered Woods	529	Ready Seal	570
B.B.&S. Treated Lumber of New England	123	Hubtex North America	523	Rex Lumber Co.	223
BlueLinX	233	Ideal Roofing	472	RELYCO.....	473
Brava Tile	474	IKO Sales, Inc.	457	Rigidply Rafters Inc.	343
Britton Lumber Company	527	Integra HR.....	142	Russin	121
BROSCO	211	Johnson Lumber Co.	539	Sakrete	339
Boise Cascade	221	Kasson & Keller	143	SalesJack	144
BuilderWire, Inc.	557	Keiver-Willard Lumber Corp.	250	SBC Cedar	443
Cameron Ashley Building Products	249	Krauter Auto-Stak	367	Seljax Int'l, Inc.	126
Capital Forest Products	110	Lamb & Ritchie	565	Seven D Wholesale	149
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CertainTeed	157	Liberty Building Products	116	Sliver Club	542
Cleary Wholesale	311	LMC	517	Smart Tech Timber LLC	341
Coastal Forest Products	111	Madison Wood	511	SOLENO.....	366
Combilift	135	Mariotti Building Products Inc.	540	Specialty Building Products	321
Culpeper Treated Lumber	239	Marketing & Sales Associates 271, 371, 372, 373		Stanley Black & Decker	342
*Custom Truck One Source	543	Masonite International Corp.	127	*Stark Truss	358
D.C. Bates Equipment	349	*Matterhaul	442	Steel & Wire North East	340
Delavue Management	151	Metrie.....	145	Stratus Business Advisors	140
DMSi	222	Millwork Design by Oxford	440	Sturm Corp. DBA Cranes 101	
Do It Best Corp.	240	MindsetGo	541	Cranes Aerial Truck Service	242
Eastern Wholesale Fence	562	National Nail Corporation.....	156	SummerSpace	128
ECi Software Solutions	138	National Vinyl	139	Sunbelt Rack - CT Darnell Construction	322
Epicor Software Corp.	245	Northeastern Retail Lumber Association ..	302	Tando Composites	435
Equipment Depot Northeast	165	NOVO Building Products	438	Tolko Marketing and Sales	359
Evermark	345	NYLE.....	243	TOOLBX	544
Federated Insurance	122	OldCastle APG	444	*ToolSwift Inc.	141
Feeney Inc.	275	Orgill	459	Top Notch Distributors	120
Flagship Forest Products	338	Paint Sundries Solutions	134	Warren Trask	227
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Garaga	564	Mutual Insurance Company	567	Woodgrain	411
Garden State Lumber Products	334	Petrocelli Marketing Group	124	Woodport Doors	441
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STEADY HANDS IN A SHIFTING MARKET:

What LBM Dealers Should Watch in 2026

By The Farnsworth Group



The home improvement market in 2026 is not broken. It is recalibrated. Homeowners are still spending, contractors are still working, and demand for building materials remains intact. But the mix is shifting. Fewer large discretionary remodels, more maintenance and repair, more cost-conscious decision-making, and a growing divide between what higher- and lower-income households are willing and able to spend. For lumber and building material dealers, understanding these dynamics is the roadmap for where to focus inventory, sales efforts, and customer relationships in the months ahead.

Fewer Moves Are Changing What Triggers Home Improvement

One of the more important forces shaping home improvement activity right now is fewer people moving. Household mobility fell to a record low in 2024, with only 11.8% of Americans relocating in the past year, down from over 16% two decades ago. Movers are among the highest-value home improvement customers. They fix up a home before they sell it and remodel after they buy it. Fewer movers means less transaction-triggered spending across the entire channel.

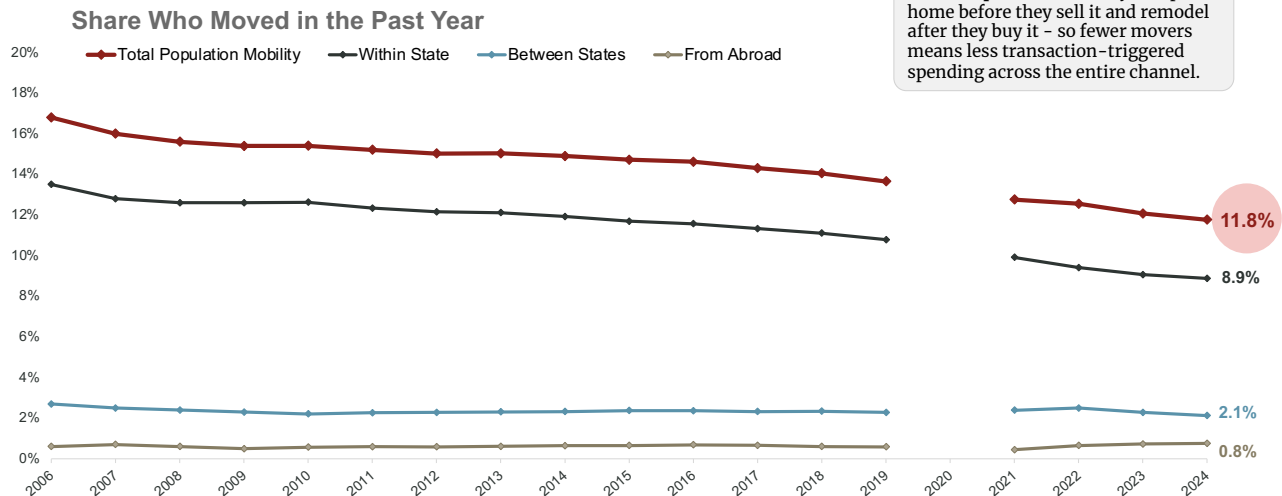
Affordability explains why. Home prices now run roughly five times median household income, up from roughly three times in the 1970s. The mortgage rate lock-in effect compounds the problem. As of Q1 2026, 49.9% of mortgaged homeowners carried a rate under 4%, down from a record 65.1% in Q1 2022, while 40%

of homeowners now hold no mortgage at all, an all-time high and a far more insulated segment.

The housing stock itself reflects this same supply story. Median owner-occupied home age has reached 44 years nationally. With household formation strong in recent years, existing homes are needed to house people rather than torn down, and builders facing their own affordability-driven headwinds haven't been able to build enough new supply to change that math. Homeowners are also making different product choices than they were two years ago, trading down in scope even where projects still move forward. Remodeling spend may eventually surpass new construction as the primary engine of building product demand, as single-family starts are expected to further decline in 2026 before stabilizing in 2028.

Household Mobility

Fell to record low in 2024



Movers spend more - they fix up a home before they sell it and remodel after they buy it - so fewer movers means less transaction-triggered spending across the entire channel.

Source: U.S. Census Bureau, American Community Survey 1-year estimates

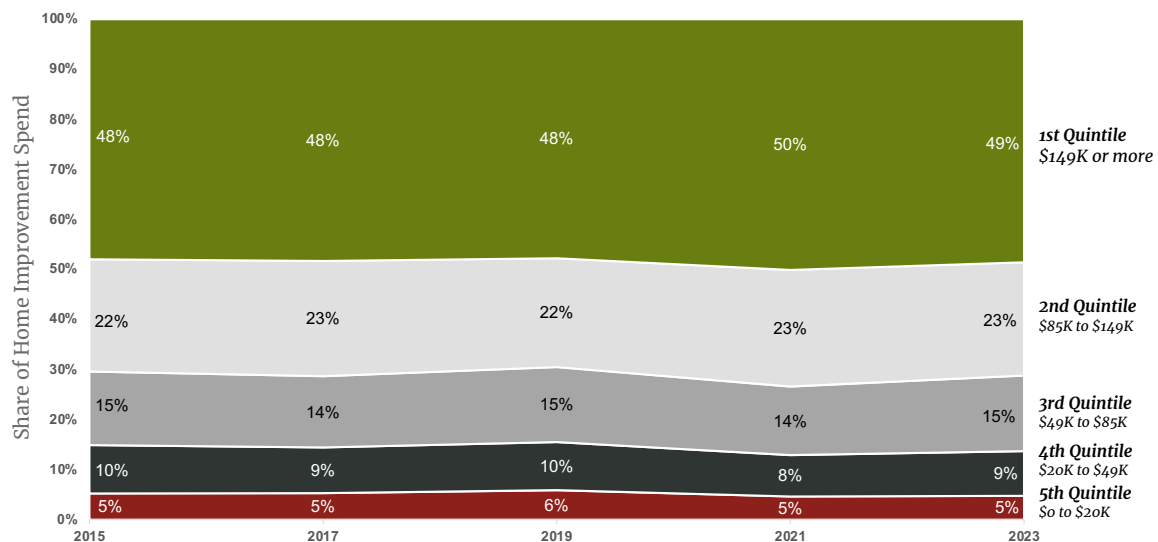
Household Income-Driven Tiering: Projects Are Happening, but Trading Down Is Real

Not all homeowners are behaving the same way. The top 20% of household incomes, those earning \$149,000 or more today, consistently account for roughly half of all home improvement spend, a concentration that has held steady even as overall

activity has cooled. Interestingly, broad economic and inflation concern is fairly even across income levels, but project confidence is not. Higher-income homeowners report meaningfully more confidence starting a project than lower-income homeowners,

Share of HI Spend by Income Tier

The top 20% of household incomes consistently make up half of all home improvement spend



Source: The Farnsworth Group analysis of HUD - American Housing Survey

and that gap widens sharply as project size increases. Home improvement activity among a representative sample of homeowners fell to its lowest tracked level in Q2 2026, according to The Farnsworth Group / HIRI Quarterly Activity Tracker, with repair easing while renovation held steady and maintenance

continued to anchor overall demand. A well-managed good-better-best assortment strategy, paired with clear value messaging, is not just a merchandising decision right now. It is a revenue protection strategy.



Multifamily and Build-to-Rent: Growing Counterweight to Soft Single-Family

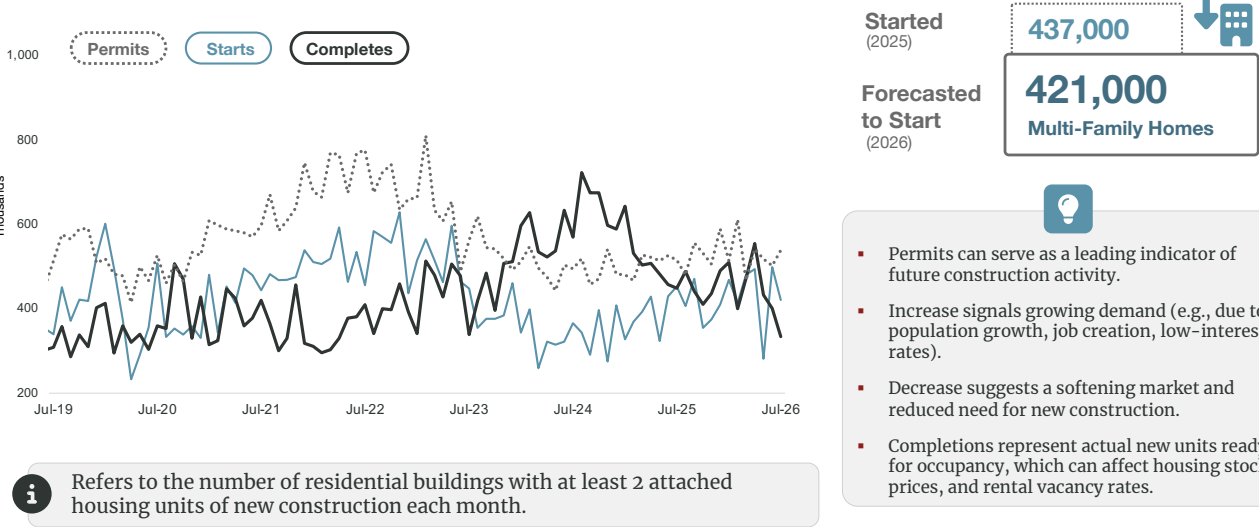
While single-family construction stays constrained, multi-family is directly benefiting from that softness. Multi-family starts rebounded to 437,000 in 2025, and though starts are forecasted to ease to 421,000 in 2026, multi-family activity stands in contrast to a single-family market still working through elevated inventory and deferred starts.

Build-to-rent communities (BTR), single-family homes built and professionally managed for rent, are the fastest-growing piece of this story, according to The Farnsworth Group’s multifamily and

BTR housing analysis. The sector saw 27% year-over-year growth in 2024, with \$14.8 billion in institutional capital invested. BTR is filling a real gap for households priced out of both traditional homeownership and traditional apartment living, and because these are single-family structures built at scale, they represent genuine framing and building material volume rather than just multifamily unit counts. For dealers serving the builder and developer channel, BTR is a bright spot in an otherwise soft new-construction environment.

Housing: Permits, Starts & Completes

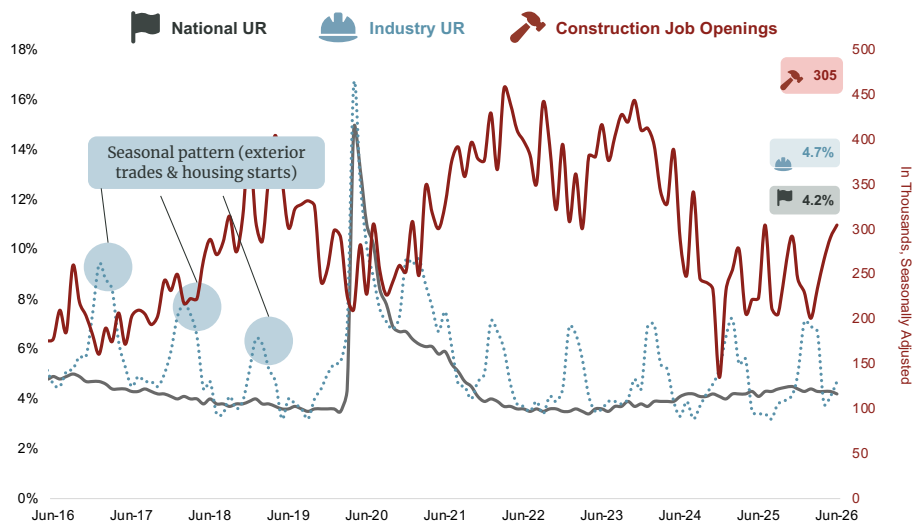
Multi-Family rebounded in 2025 in response to low SF affordability and high new home inventory. Expect a decrease in 2026.



Current and Historical Source: FRED, Seasonally Adjusted units
Starts Current and Forecast Source: NAR; Starts Current and Forecast Source: NAHB (8/3/2026)

Unemployment

The Building Products Industry unemployment is highly seasonal but tracks with the national unemployment rate.



Source: U.S. Bureau of Labor Statistics Unemployment Rate of Construction Industry, Private Wage and Salary Workers Job Openings and Labor Turnover

- National unemployment impacts economic output and disposable income.
- Industry unemployment can serve as a leading indicator of construction activity and indicator of labor availability.
- As industry unemployment increases, it's often correlated to a slowdown in production.

Labor and Material Costs, Persistent Constraints Reshaping the Business

Labor availability remains a structural challenge the industry has not fully solved. Construction job openings continue to climb, a clear sign that the gap between labor demand and labor supply is widening rather than closing. Foreign-born workers make up nearly one-third of the industry's labor source, and that reliance varies enormously by state, adding real uncertainty to project timelines and contractor capacity.

Tariffs have made material costs a near-universal concern. According to The Farnsworth Group's analysis of future trends of housing, 88% of home builders, 83% of residential contractors and remodelers, and 78% of commercial contractors and builders report tariffs driving up material prices, with availability cited as a growing secondary concern. Producer prices for iron and steel, lumber, and other key materials have moved higher since the start of the Iran War, and that pressure continues to get passed along the chain.

Contractor loyalty should not be taken for granted in this environment. According to The Farnsworth Group's Building Products Customer Guide, nearly one in three contractors had tried a new supplier, driven by price, availability, and support failures rather than idle curiosity. When pros do reach out, they

expect pricing transparency, reliable availability, and strong warranty support above nearly everything else. Manufacturers are also responding with products engineered for faster installation and reduced crew requirements, helping contractors do more with a leaner workforce, but the supplier who can guarantee availability and communicate clearly on pricing is the one who keeps the account.

Conclusion

These signals point to a market in which demand has not disappeared but has evolved. Opportunity is increasingly tied to why homeowners are spending, which households still have confidence to move forward, where residential construction activity is migrating, and how effectively dealers can help contractors operate in a constrained environment.

For LBM leadership teams, that creates a useful question to examine: if demand in our market is becoming more fragmented and selective, which parts of our assortment, customer base, and service model are still built for the market we had rather than the one we have now? 

With nearly 40 years of custom market research expertise, The Farnsworth Group provides extensive insights and recommendations across the building products, home improvement, and lawn & garden industries. Our research solutions span across market sizing, customer segmentation, product development research, customer experience measurement, brand health tracking, and insights for strategic growth initiatives. We help organizations understand customer challenges, purchasing behaviors, channel dynamics, and market opportunities so they can make more confident business decisions. Our team takes the time to understand each client's unique objectives, leveraging decades of industry knowledge and customized research solutions to guide strategy and identify opportunities for growth.



Helping Dealers Communicate the Long-Term Value of Pressure-Treated Decking

By Chris Brown

For most homeowners, a deck is more than a home improvement project—it's an investment in outdoor living. When built with quality materials and installed correctly, a pressure-treated wood deck can provide decades of performance, beauty, and value.

While material selection is important, long-term satisfaction often depends on understanding how a deck performs over time and how to maintain it properly. That is where the dealer plays a critical role.

Dealers are often the first trusted advisors in the buying process. The conversations they have with customers shape not only what products are purchased but also expectations for performance and maintenance. By making education part of every deck sale, dealers help customers make informed decisions, improve project outcomes, and encourage repeat business and referrals.

Start With Expectations

Pressure-treated lumber remains one of the most practical choices for outdoor construction because it combines structural performance, natural beauty, and affordability. Unlike manufactured products, wood offers warmth, character, and a timeless appearance that many homeowners prefer.

As a natural product, treated lumber continues to respond to environmental conditions after installation. Minor checking, seasonal movement, and weathering are normal characteristics and do not affect structural performance. Explaining these expectations early helps customers understand what they will see as the wood dries and ages.

Maintenance is straightforward. Periodic cleaning and a quality stain or water-repellent finish help preserve appearance and extend service life. Dealers can also discuss lumber grades, moisture content, fastening methods, and proper board spacing—small details that make a major difference in customer satisfaction.

Compare Materials Through the Lens of Performance

Homeowners today can choose from a wide range of decking materials, including composite, PVC, cedar, redwood, tropical hardwoods, and pressure-treated lumber. The dealer's role is helping customers compare these options based on performance, value, durability, and versatility.

Pressure-treated Southern yellow pine has served as the foundation of the North American deck industry for decades. Its strength, durability, availability, and affordability make it unique. It is also used throughout the structure, including posts, beams, joists, stair stringers, and deck boards. Even many composite and PVC decks rely on treated wood framing. Other materials offer advantages, but they often bring higher upfront costs or limits related to repairability and long-term value. Pressure-treated lumber can be repaired, refinished, or replaced one board at a time. When customers evaluate total project value and longevity, treated lumber continues to be the industry benchmark.

The Details That Matter

Modern pressure-treated wood is engineered to resist decay, fungal attack, and termites, but proper building practices remain essential to maximizing service life.

Drainage and ventilation are among the most important factors in deck longevity. Proper flashing, adequate board spacing, protection of joist tops, and treatment of cut ends all help reduce moisture retention. Good airflow beneath the structure allows components to dry more efficiently after rain. Most homeowners are unfamiliar with these details. Dealers

who share this knowledge provide real value and help ensure better-performing decks for years to come.

Upgrades That Deliver Real Value

Once homeowners understand the importance of a strong foundation, discussions about upgrades become easier.

Joist protection tape is a simple addition that can help protect framing from moisture and debris. Using coated, hot-dipped galvanized, or stainless steel fasteners and connectors improves durability and corrosion resistance.

Selecting the correct treatment level is equally important. Products for above-ground, ground-contact, or marine exposure should be matched to the project. Premium-treated decking can provide improved appearance and board consistency while retaining the strength and value of treated lumber. A quality finish and routine maintenance program further enhance performance and appearance over the life of the deck.



Make Education Repeatable

Selling pressure-treated lumber is ultimately about building confidence, not simply moving product. That starts with training counter staff to discuss performance, maintenance, drainage, ventilation, and product selection with every customer. Care guides, installation checklists, and treatment-level comparisons help reinforce those conversations. Follow-up reminders for cleaning or refinishing provide support while creating future sales opportunities.

Pressure-treated lumber is available from nearly every lumberyard. What differentiates one dealer from another is the knowledge and guidance that accompany the product. Dealers who educate homeowners on the value, durability, and proven performance of treated lumber are selling more than decking—they are selling confidence. And confidence is what turns today's deck project into tomorrow's repeat customer. **LG**

Chris Brown is the executive vice president at Culpeper Treated Lumber. He can be reached at cbrown@culpeperwood.com or (270) 240-0119 x2725.



Why New Pressure-Treated Wood Needs Protection Sooner Than You Think

By Nate Heatherington

Pressure-treated wood remains one of North America's most widely used building materials. It is a popular choice for decking and fencing due to its durability, cost-effectiveness, longevity, and availability. And while it is extremely durable, it still benefits from added weather protection to help preserve its appearance, manage the effects of weather exposure, and extend its service life.

What Is Pressure-Treated Wood?

Untreated wood is placed in a sealed retort, where a vacuum removes air from the wood before a water-based preservative is introduced under pressure. This drives preservative into the wood, improving resistance to decay, fungi, and wood-destroying insects and making treated softwood a durable alternative to naturally resistant hardwoods.

What Pressure-Treated Wood Protects From and What It Doesn't

Pressure treatment helps prevent or slow the biological deterioration that can compromise wood over time. It protects wood from biological deterioration, but it does not prevent weathering caused by moisture and ultraviolet light exposure.

When moisture enters the wood, it swells and then shrinks when drying. Repeated changes in moisture content can contribute to dimensional movement, surface checking, splitting, warping, and other forms of weathering, reducing dimensional stability over time.

When ultraviolet light hits the surface of the wood, it initiates a process called photochemical degradation, which particularly affects lignin. As lignin breaks down, surface fiber erosion, often called "furring," can occur along with the familiar graying or "silvering" associated with weathered wood.

Benefits of a Fully Penetrating Wood Oil

This is where a fully penetrating wood oil can play an important role. A true penetrating wood oil works within the wood to repel moisture and reduce future moisture uptake. By reducing both the rate and amount of moisture entering the wood, it helps minimize the repeated wetting and drying cycles that contribute to swelling, shrinkage, checking, cupping, and warping. If water carries preservatives into the wood during treatment, controlling future moisture movement also helps reduce preservative loss through leaching, supporting longer service life.

Penetrating oils may also incorporate UV color protection to slow color change. Clear oil allows wood to naturally silver over time, while a suitable color tone can help maintain the freshly oiled appearance for longer.

Timing

There is a common misconception that new pressure-treated lumber must always be left for six months or longer before it can be finished and protected. Surface-weathering periods are generally intended to prepare wood for coatings that rely on surface adhesion. A fully penetrating oil instead diffuses into the wood, so application can begin almost immediately. The goal is to protect the lumber while it is still in good condition and not have to restore the lumber after it's been left out for a season.

Better Together

Pressure-treated lumber and a fully penetrating wood oil work together to provide a more complete approach to protecting outdoor wood structures. Pressure treatment helps defend against biological threats such as fungal decay and wood-destroying insects, while a penetrating oil finish helps manage moisture exposure and protect the wood from the effects of weathering.

By addressing different challenges, these two systems help preserve the strength, appearance, and longevity of outdoor lumber. It's a simple approach: Start with a durable foundation and add the protection needed to help it perform for years to come. 

Nate Heatherington is the marketing coordinator at CUTek Canada and CUTek USA. He can be reached in Canada at 1-844-44-CUTek (2883) or in the USA at 1-833-MYCUTEK (692-8835). To learn more about CUTek Wood Solutions, visit cutekwoodsolutions.com.



DECKING PRODUCT SHOWCASE



Photo Credit: Parksite

● Indicates LBM Expo 2026 Exhibiting Company. See page 40 for full listing.



Parksite

Contact: Matt Lenge **Email:** matt.lenge@parksite.com
Phone: 860-381-1385 **Website:** www.parksite.com

What decking products do you sell?

Parksite is the region's largest stocking full-line distributor of TimberTech Advanced PVC and composite decking, carrying top collections including Harvest, Landmark, Legacy, Prime+, and Vintage, alongside versatile porch planking and multi-width options. To support complete outdoor living builds, Parksite also supplies TimberTech aluminum deck framing as a straight, durable alternative to traditional wood, along with a full line of essential accessories such as railing systems, LED lighting, hidden fasteners, and privacy screens.

What is one product you'd like to highlight?

Engineered for superior performance, TimberTech Aluminum Framing delivers exceptional durability with a Class A Flame Spread Rating, making it a fire-resistant choice for wildfire-prone areas. Its moisture-resistant design protects against rust, corrosion, and mold, backed by a lifetime limited warranty on major components and 25 years on accessories. Offering strength comparable to a 2x12 wood joist, 2x8 aluminum joists enable longer spans, cantilevered overhangs, and fewer support posts. Fully IRC code-compliant, this smart system accelerates installation with minimal on-site fabrication. Made from recycled materials that remain fully recyclable, it offers a perfectly flat, sustainable alternative to wood framing.



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● Coastal Forest Products	62
● Culpeper Treated Lumber	53
● CUTEK USA	57
Envision Outdoor Living Products ..	62
● Goodfellow Inc.	58
● Holbrook Lumber	59
● Hood Distribution	59
● Marketing & Sales Associates (in-lite Outdoor Lighting)	63
Northeast Lumber Sales, Inc.	53
● Parksite	52
● ProWood	60
R. A. Graham	57
● Rex Lumber Company	54
● Russin	58
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Northeast Lumber Sales, Inc.

Contact: Jon Cantliffe **Email:** jonc@northeastlumber.com
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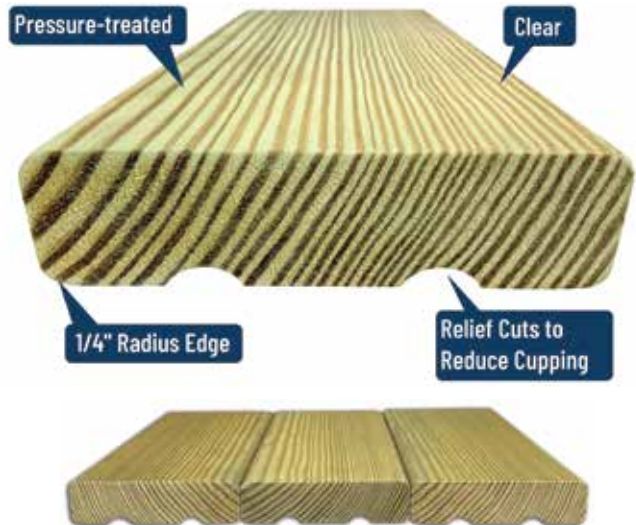
What is one product you'd like to highlight?

UpSide Under Deck Ceiling is a complete system that transforms your under-deck area into a dry and enjoyable outdoor living space.



Culpeper Treated Lumber

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



What decking products do you sell?

When you want the best for your deck, choose real wood. There is no replacement for the look, feel, and smell of real wood. Deck your home out with Culpeper decking. Choose from our various sizes and grades of decking, ranging from the popular 5/4 and 2x6 decking to our Culpeper Plus, which offers that extra level of refinement. For those who are simply looking for the best, choose our Ultimate Deck Board—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.

COME SEE ALL THE
LATEST DECKING PRODUCTS AT
LBM EXPO

REGISTER TO ATTEND:
LBMEXPO.COM





Rex Lumber Company

Email: information@rexlumber.com

Phone: 800-343-0567 **Website:** www.rexlumber.com



What decking products do you sell?

We are proud to offer solid wood decking, no plastics, and no composites. Many of our products carry 10-, 25-, and even 50-year warranties against decay and rot while providing the natural beauty of wood. We carry in stock Kebony, Accoya, Accoya Color Grey, ipe, and Machiche. We can source other species, including but not limited to black locust and garapa. Many decking items can be custom grooved to work with Grad Rails, a hidden fastener system for decking. All items available as S4SE4E. Custom grooving to work with any clip system, and clip and plug systems are also available.



Natural wood
Made to last

What is one product you'd like to highlight?

Kebony Dually-Modified wood products are designed to outlast and outperform traditional softwoods while providing a sustainable alternative to tropical hardwoods. The Kebony process is eco-friendly and ultra-durable, giving you the satisfaction of natural wood without compromising the environment. Enjoy a splinter-free, barefoot-friendly surface that naturally weathers to a stunning silver patina—the perfect backdrop for countless memories. It is the only code-approved modified wood decking in the United States. Kebony's quality is comparable to or superior to other hardwood decking products and carries up to a 30-year warranty. Kebony can be used as close as 1-1/2" to the ground and requires no finishing to maintain the warranty.



American Lumber

Contact: Rich Paci **Email:** rpaci@americanlumberco.com

Phone: 845-778-1111 **Website:** www.americanlumberco.com



What decking products do you sell?

Traditional Western Red Cedar in knotty and clear grades. High-performance NewTechWood UltraShield and DassoXTR Fused Bamboo composites. Premium hardwoods, including Ipe, Batu Mahogany, and Torem (South Pacific Redwood).



NewTechWood

What is one product you'd like to highlight?

NewTechWood UltraShield decking pairs wood realism with industry-leading manufacturing quality. As one of the industry's most complete outdoor living systems, it also includes matching fencing, railing, privacy, and pergola materials, and a fully developed rainscreen siding line to give customers a complete design solution.

Decking That Delivers. Performance That Lasts.

Discover the next generation of premium decking materials at Rex Lumber.

Come visit us at
LBM EXPO
Booth #223

**ke
bo
ny**

Natural wood
Made to last



Kebony®

Sustainably modified wood with the rich look of tropical hardwoods and unmatched durability.

The strength, stability, and sustainability of Kebony makes it a great fit for decking.

Kebony's unique properties give this versatile modified wood numerous benefits including:

- › Resistance to rot, fungi and insects
- › Excellent dimensional stability
- › A rich brown color that ages beautifully to a silver color
- › Natural grain patterns
- › Finish can be applied to maintain a rich brown color
- › Up to a 30 Year Warranty

accoya®



Accoya® and Accoya® Color Grey

Naturally modified for superior stability and rot resistance. Colored through completely from surface to core, Accoya Color Grey gives you a silvered, weathered look from day one.

A sustainable, acetylated wood, Accoya outperforms the competition when it comes to decking.

Here's why:

- › Excellent stability
- › Minimal shrinkage or swelling
- › Accepts paints and stains exceptionally well
- › Highly durable
- › Resistant to rot and insect damage
- › 25 Year, up to a 50 Year Warranty

grad®



Grad® System

Hidden fasteners made easy. Our custom milling capabilities mean a seamless fit and flawless finish for every job.

The Grad® System is an innovative fastening solution designed to save time and money, making it ideal for exterior applications including decking and cladding.

Benefits of Grad® System:

- › 50% faster installation
- › No visible screws or nails
- › Lightweight and easy to transport
- › Uses up to 10x fewer screws and clips
- › No pre-drilling required
- › Up to a 20 Year Warranty

Come visit us at LBM Expo Booth #223



Seven D Wholesale

Contact: Donald Carfi **Email:** dcarfi@degol.com
Phone: 860-250-6738 **Website:** www.7dwholesale.com



What decking products do you sell?

We sell Envision Decking, composite decking designed for style, built for performance. Envision's composite decking has been rated by Consumer Reports as the "Best Composite Decking 2024." Envision's Composite Decking is made with the proprietary Compress Technology manufacturing process, creating a deck board that is 19% stronger than our average competitor and is offered in a wide variety of styles and colors to meet your lifestyle.



What is one product you'd like to highlight?

New this year in Envision's Distinction Line is our Cool Tread decking line. Designed to stay cooler while providing greater traction. Our new Cool Tread Technology combines comfort and beauty to create composite decking that elevates any outdoor living space.



Britton Lumber Company



Britton Lumber Company

Contact: Brian Genest **Email:** bgenest@brittonlumber.com
Phone: 802-333-8105 **Website:** www.brittonlumber.com



What decking products do you sell?

We sell composite decking in Lumberock's Marine Grade Classic Collection, as well as treated and non-treated deck components.



What is one product you'd like to highlight?

Lumberock: Designed for outdoor enthusiasts, our high-performance composite decking resists moisture, rot, and harsh weather, making it the last deck board you'll ever need.

CUTEK USA

Contact: Nathan Heatherington **Email:** nate.h@cutekws.com
Phone: 705-718-1506 **Website:** www.cutekwoodsolutions.com



What decking products do you sell?

The trusted and proven wood protection solution. The CUTEK wood protection system is designed to highlight the natural beauty of your wood. To maximize your wood's unique features, we have developed a two-step system that will 1) Enhance your wood by preparing it properly for coating, and then 2) Protect its natural beauty and provide added dimensional stability for its future. It is important to prepare your wood properly so that you can powerfully protect it.



What is one product you'd like to highlight?

CUTEK Extreme is a high-performance, oil-based wood stabilizer with a unique self-healing effect. Penetrating deeply into wood, CUTEK Extreme highlights the natural grain and beauty of wood while providing robust and long-lasting protection. CUTEK Extreme will not flake or peel, and maintenance is fast and simple—no need to sand or strip.

R. A. Graham Co.

Contact: George Graham **Email:** georgeg@ragraham.com
Phone: 800-333-3933 **Website:** www.ragraham.com



What decking products do you sell?

We sell Wash Safe, a professional-grade deck cleaning formula.



What is one product you'd like to highlight?

We sell Wash Safe, a professional-grade formula that removes tough black stains, deep-set dirt, mold, mildew, and grime to restore a cleaner, fresher-looking surface. One 1-gallon container cleans approximately 250 to 1,250 sq. ft., making it ideal for both routine maintenance and deep cleaning. Get powerful results and keep your composite deck looking its best with Wash Safe.



Goodfellow Inc.

Contact: Pascal Roy **Email:** salesusa@goodfellowinc.com
Phone: 800-361-0625
Website: www.goodfellowinc.com/en/categorie_produit/decking/



What decking products do you sell?

Goodfellow supplies wood and composite decking solutions for residential, commercial, and architectural projects across North America and international markets. Our offering includes premium exotic hardwoods such as ipe, cumaru, grandé, and garapa, as well as Timbra-Excellence, a 100% knot-free thermally modified exotic wood decking. We also offer classic western red cedar and innovative Eva-Last composite decking. Our decking specialists help customers select the right materials and accessories, providing everything needed for installation and maintenance—from decking boards and fasteners to care and maintenance products.

What is one product you'd like to highlight?

For more than 125 years, Goodfellow has been the wood specialist, with particular expertise in premium exotic hardwoods such as ipe, cumaru, grandé, and garapa. Renowned for their natural beauty, exceptional durability, and dimensional stability, exotic hardwoods offer outstanding resistance to rot and insects, with minimal maintenance required. Ideal for residential decks, commercial boardwalks, rooftop terraces, and architectural applications, they create distinctive outdoor spaces, which will stand the test of time. It's a choice valued by builders, architects, and homeowners who appreciate the performance and enduring beauty of natural wood.



Russin

Contact: Jordan Russin **Email:** jordan@russin.com
Phone: 800-724-0010 **Website:** www.russin.com

millboard

Live. Life. Outside.



What decking products do you sell?

Russin is the leader in decking innovation! Offering Millboard's hand-molded composite decking crafted from the finest oak available, Thermory's leadership in thermal modification, and Deckorators' game-changing Surestone composite, think Russin when you think decking! We round out the portfolio with the industry's deepest commitment to Western red cedar, our famous Island Decking and Kirana hardwood programs, and black label ipe for those seeking the elite grade nature has to offer. And let's not forget Mbrico!

What is one product you'd like to highlight?

Breathe beauty and lasting durability into your outdoor spaces with Millboard. Featuring hand-molded composite decking from the finest oak available, Millboard achieves the real look of premium hardwood without the high maintenance real wood demands. A solid core (not a hollow one) resists warping, rotting, and insect damage, while the proprietary Lastane surface layer stands up to scratching, staining, and outdoor wear far better than real wood. Watch screws magically disappear into the self-healing surface, no sealing required. The product is available in enhanced grain, weathered oak, and Lasta Grip finishes.



Holbrook Lumber

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



What decking products do you sell?

Holbrook Lumber proudly offers high-quality decking and porch flooring that are striking and resilient. In composite decking, we partner with Sylvanix. This low-maintenance decking is crafted with recycled eucalyptus fibers and HDPE with a protective polymer cap for long-lasting performance. In porch flooring, we stock Aeratis solid PVC that combines unsurpassed durability with a historic and traditional design. Our assortment of wood options includes sustainable ThermoWood pine and ash decking by Lunawood, beautiful tropical hardwood options, as well as rustic Western and Siberian larch decking.

What is one product you'd like to highlight?

Sylvanix decking is available in four distinct collections to meet the needs of any customer. The Elite Collection decking features dual-colored, reversible boards in five nature-inspired color combinations with embossed wood grain. The Skyline series offers reversible textures to suit a variety of design needs. One side offers an architectural finish, while the traditional side features embossed linear grooves perfect for enhanced anti-slip protection. Destinations decking provides the value of a scalloped-backed deck board with the premium aesthetic of a realistic wood finish. Lastly, Elements decking delivers budget-friendly premium decking that showcases a unique mix of cathedral and straight grain patterns with deep embossing for rich texture.



Hood Distribution

Contact: Emily Carnahan
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Phone: 601-296-4885
Website: www.hooddistribution.com



What decking products do you sell?

Hood Distribution supplies a wide range of high-quality wood products, including timbers and posts in Douglas fir, cedar, and redwood. We offer tropical hardwood decking in meranti, balau, and torem, as well as STK cedar decking in Western red and Alaskan yellow cedar. Our inventory includes Western red cedar and fir framing and trim boards, sourced in the USA with no tariffs, plus primed cedar, redwood, and hemlock bevel siding. We also carry a variety of wood options for pergolas and CUTEK wood finishes for long-lasting protection and color enhancement.

What is one product you'd like to highlight?

Bring exceptional performance and timeless beauty to your next outdoor project with yellow cedar from Hood Distribution. Its smooth texture, straight grain, and distinctive honey-yellow color make it a standout choice for decks, docks, siding, and custom work. Naturally resistant to rot, insects, and weather, yellow cedar can be stained or left to weather naturally to a beautiful silvery-gray. Pair premium yellow cedar with HID-FAST fasteners for a clean, reliable installation built to perform.

PROWOOD®



ProWood

Website: prowood.com



What decking products do you sell?

ProWood offers a complete outdoor living package, manufacturing pressure treated decking and structural lumber products designed for long-term performance. The portfolio includes treated deck boards, UC4A Ground Contact treated lumber, and our TrueFrame Joist engineered for enhanced consistency and reliability. In addition, ProWood stocks Deckorators decking, including innovative Surestone mineral-based composite decking and traditional composite decking options. Together, these solutions give dealers and contractors access to decking and framing products that support durable, high-quality outdoor living projects from the ground up.

What is one product you'd like to highlight?

ProWood TrueFrame Joist delivers the consistency pros demand for high-performing deck substructures. Factory-planed for uniform sizing, kiln-dried after treatment (KDAT), and manufactured from No. 1 Grade Southern yellow pine, TrueFrame helps reduce variability, streamline installation, and produce cleaner, more predictable results. Designed as ProWood's enhanced treated lumber solution, it combines stability, durability, and ease of handling to help builders work more efficiently without compromising quality. TrueFrame gives dealers a differentiated framing option that helps contractors build with confidence from the ground up.



Simpson Strong-Tie

Contact: Amy Mayne **Email:** amymayne@strongtie.com

Phone: [800.441.7917](tel:8004417917) **Email:** amymayne@strongtie.com

Website: www.strongtie.com



What decking products do you sell?

Simpson Strong-Tie offers a range of decking and outdoor living solutions designed to help build safer, stronger, and longer-lasting decks. Our product lineup includes Deck-Drive premium deck screws for wood and composite decking, structural fasteners, deck framing connectors, joist hangers, post bases, deck ties, and Outdoor Accents decorative hardware for decks, pergolas, gazebos, and other outdoor structures. Whether you're building a new deck or upgrading an existing one, Simpson Strong-Tie products are engineered for strength, durability, and ease of installation.

What is one product you'd like to highlight?

Outdoor Accents Essentials hardware helps builders create stronger, more attractive elevated decks with innovative connectors and structural fasteners designed for outdoor applications. Featuring corrosion-resistant coatings, streamlined installation, and a clean, finished appearance, the system delivers the strength builders trust from Simpson Strong-Tie with the style homeowners want.



Boise Cascade®



Boise Cascade

Contact: Westfield, MA – Patrick Duncan;
Greenland, NH – Steve Quist
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Phone: MA: 413-572-2117; NH: 603-431-6955
Website: www.bc.com/distribution



What decking products do you sell?

We stock the full line of TimberTech decking, real wood beauty without the upkeep. TimberTech's Advanced PVC collections include Vintage; Landmark; Harvest+; Harvest; porch, dock, and waterfront solutions; and multi-width decking. TimberTech's composite decking combines real wood fibers with high-performance polymers to create a durable, low-maintenance alternative to wood. A protective cap helps resist moisture and lock in color—so your deck maintains its beauty year after year. Composite Collections include Legacy, Reserve, Terrain+, Terrain, Premier+, Prime+, Prime, and Premier.

What is one product you'd like to highlight?

The TimberTech Advanced PVC Vintage Collection offers the sought-after look of premium hardwoods such as ipe, mahogany, and teak without the rigorous maintenance of wood. The capped polymer decking features proprietary materials technology that delivers sophisticated, real-wood aesthetics you'll never have to sand, stain, or seal. Better for bare feet and paws, TimberTech Advanced PVC decking won't splinter and stays up to 30° cooler to the touch with 40% better traction, wet or dry, than competitive products. Enjoy a richly hued deck for decades with protective capping that resists UV rays and staining. With an ignition-resistant designation, Class A flame spread rating, and WUI compliance, this collection is one of the best choices for fire zones. Rest easy knowing your investment is protected with a 50-year fade & stain limited warranty and limited lifetime product warranty.

BLUELINX
DELIVERING WHAT MATTERS™



BlueLinX Corporation

Contact: Cooper Holland **Email:** email
Phone: cooper.holland@bluelinxco.com
Website: www.bluelinxco.com



What decking products do you sell?

BlueLinX is proud to offer Fiberon decking and railing, a leader in composite outdoor living solutions. With a broad portfolio of wood-look and contemporary designs, Fiberon delivers lasting beauty without the sanding, staining, or sealing required by traditional wood. Available in a wide range of colors, textures, and price points, Fiberon makes it easy to match any project style and budget. Pair Fiberon decking with coordinating railing, cladding, and lighting options to create complete outdoor living spaces your customers will love.

fiberon

What is one product you'd like to highlight?

Fiberon Good Life decking is designed to deliver the beauty of wood with the durability and low maintenance of composite. Available in a range of popular colors and styles, Good Life provides an attractive, value-driven option for homeowners looking to upgrade their outdoor spaces. It won't splinter, rot, or require the ongoing upkeep associated with traditional lumber, helping customers spend more time enjoying their deck and less time maintaining it. Good Life offers a winning combination of performance, appearance, and affordability.



Envision Outdoor Living Products

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Phone: 609-358-1050
Website: www.envisionoutdoorliving.com



What decking products do you sell?

Envision offers three capped composite decking collections—Distinction, Expression, and Ridge Premium. Each is manufactured with our proprietary Compress Technology, which provides a best-in-class bond between the high-density cap and an EverGrain Core. As a result, the decking features authentic, deep, non-repeating grains; is resistant to stains, splintering, cracking, rot, and insects; and doesn't require staining, sanding, or sealing.

What is one product you'd like to highlight?

This year we expanded our Cool Tread Technology to the budget-friendly Ridge Premium Collection. Decking with Cool Tread Technology boasts a surface that's up to 25% cooler, with up to 33% better traction and up to 61% less moisture absorption than average leading competitors. Ridge Premium with Cool Tread Technology comes in three new colors, each offering rich variegation and graining to truly emulate the authenticity of wood: Baja Tide, featuring inviting golden overtones; Silver Drift, evoking weathered boardwalks; and Kodiak Bay, offering deep gray-brown hues. Ridge Premium is available in square-edge and grooved-edge profiles.



Coastal Forest Products

Contact: Dan Morgado **Email:** dmorgado@coastalfp.com
Phone: 800-932-9663 **Website:** coastalforestproducts.com



What decking products do you sell?

From treated beams, columns, and joists to decking, railing, and accessories, Coastal is your partner in getting the job done right. Now distributing the full line of Trex, "America's Most Trusted Decking," throughout the Northeast along with our Iron Woods Hardwood Decking line. We have expanded our complement of EWP-treated structural components with Anthony Forest Products' Power Preserve-treated glulam beams and columns, PWT-treated LVL beams, columns, and joists, and Simpson Strong-Tie hangers. Receive everything your clients need to build bigger, stronger, beautiful outdoor spaces with the consistency and service you expect and enjoy from Coastal.

What is one product you'd like to highlight?

Building upon the impeccable pedigree of our Trex Transcend decking, Lineage boards feature the same premium performance and durability with an elevated aesthetic. Subtle, elegant graining and soft, on-trend hues deliver an unmatched natural appearance. Performance-engineered with Trex's proprietary SunComfortable heat-mitigating technology in the shell, Lineage boards reflect the sun and keep the surface cooler than original Trex boards of a similar color. Trex has also introduced a 1" x 4" board decking profile to support multi-width designs, drink rails, and other custom detailing. Sixteen-foot boards are available in seven Lineage colors and feature SunComfortable technology and a 50-year limited residential warranty.

Marketing & Sales Associates (in-lite Outdoor Lighting)

Contact: Michelle Vilera **Email:** michelle.vilera@in-lite.com **Website:** <https://in-lite.com/en-US/>

in-lite®

OUTDOOR LIGHTING

What decking products do you sell?

Premium Low-Voltage Outdoor Lighting

What is one product you'd like to highlight?

Smart Evo Flex Tone: This dimmable and color-changing light strip offers a perfect even light line with no visible diodes. Whether you want to highlight straight or organic shapes, Smart Evo Flex Tone is the perfect fixture thanks to its 3-cm bending radius and customizable length. Available in 1-m, 2-m, and 5-m lengths. in-lite app controlled.



True Strength

lies in what you can't see.

Protect your investment.

For stability you trust,

build with...



Bigfoot Systems® Footing Forms

along with our 10" and 12" plastic tubes or combined with all 6"-18" cardboard construction tubes form a complete engineered pre-molded pier footing system.



800•934•0393 bigfootsystems.com



Outdoor Living Trends **DRIVING RAILING SALES** in 2027

By Erica Gregory



Outdoor living continues to be one of the strongest growth segments in the home improvement industry, remaining a priority investment for homeowners. Inflation and economic uncertainty are influencing spending decisions, leading families to be more selective about where they invest. As a result, homeowners are increasingly prioritizing projects that improve how they use and enjoy their homes every day. Even in a challenging economic environment, we are seeing a willingness to spend more on premium design features that enhance aesthetics, functionality, and long-term value. For builders and dealers, this creates opportunity across multiple price points. Whether the goal is a practical upgrade or a high-end outdoor retreat, homeowners are seeking solutions that make outdoor spaces more enjoyable while increasing overall home value.

What we're seeing more of:

FUNCTIONAL RAILING CHOICES

Drink rail systems provide a practical upgrade by turning the top rail into a convenient surface for beverages, small plates, décor, or everyday use without requiring additional furniture. For families who spend time outdoors and homeowners who frequently entertain, the added functionality helps decks feel more versatile and inviting.

DESIGNING FOR LONGEVITY

Homeowners are increasingly investing in outdoor spaces that are beautiful, functional, and built to support changing needs over time. Integrated railing lighting continues to gain popularity, serving as both a design feature and a safety enhancement. Post-cap lights, accent lights, and under-rail lighting create a warm, inviting atmosphere while improving visibility along stairs, pathways, and gathering areas after dark. ADA-compliant graspable handrails provide added security on stairs for everyone, from young children and visiting guests to aging homeowners who plan to remain in their homes for years to come.

RAILING YOU SEE LESS

Many homeowners are embracing railing styles that place less emphasis on the railing itself and more on the surrounding environment. Black cable railing systems, whether horizontal or vertical, create clean sightlines that preserve views of landscapes, pools, and outdoor entertainment areas. Likewise, slimmer-profile balusters help reduce visual barriers while maintaining safety and code compliance. This minimalist



approach aligns with broader architectural trends that favor open, uncluttered spaces and seamless transitions between indoor and outdoor living areas.

DESIGN-CONSCIOUS CHOICES

As outdoor living spaces increasingly become extensions of the home, homeowners are paying closer attention to railing aesthetics and how they complement overall architectural style. Modern railing options such as rod rail systems and sleek, minimal top rails offer clean lines and a contemporary appearance that appeal to today's design-conscious consumers. These products provide a refined look that pairs well with Modern Farmhouse, Transitional, and Contemporary home styles. For many homeowners, railings are no longer just a safety feature but a key design statement.

AESTHETIC

As homeowners continue investing in outdoor spaces that deliver both everyday enjoyment and long-term value, railings have become an increasingly important part of the design process. From functional drink rails and integrated lighting to minimalist cable systems and contemporary design profiles, today's railing options offer opportunities to meet a wide range of homeowner priorities. Understanding these trends can help guide product recommendations, support upsell opportunities, and ultimately deliver outdoor living solutions that align with how customers want to use their spaces today and in the years ahead. 

Erica Gregory is the brand marketing manager at Wolf Outdoor Living. She can be reached at egregory@keylinkonline.com or 717-875-5701. For more information about Wolf Outdoor Living, visit wolfhomeproducts.com/outdoor-living/. Photos courtesy of Keylink.



Photo Credit: Atlantis Rail

RAILING

PRODUCT SHOWCASE

● Indicates LBM Expo 2026 Exhibiting Company. See page 40 for full listing.



Atlantis Rail Systems

Contact: Jason Los **Email:** jlos@atlantisrail.com
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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, SunRail, and our new RailSimple 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?

Effortless installation. Professional results. Atlantis Rail's new RailSimple Cable Railing Series makes cable railing installation faster and easier with innovative push-connect technology. Cables insert directly into the fitting head and lock securely. No special tools required. The patented base exposes the Torx screw for easy surface mounting on stairs and angled runs. Compatible with Atlantis Rail's 5/32" cable, the RailSimple Tensioner provides smooth, turnbuckle-style adjustment and a clean finished look. Available in durable 316 stainless steel or sleek ONYX black, with tensioner and swivel end options, RailSimple delivers modern style and simplified installation.

PARTICIPANTS

All Time Manufacturing Co. Inc.	69
● American Lumber	70
● Atlantis Rail Systems	66
● BlueLinx Corporation	73
● Boise Cascade.....	74
● Britton Lumber Company	68
● BROSCO, a Boise Cascade Location....	72
Envision Outdoor Living Products.....	74
● Feeney	75
● Holbrook Lumber	72
● Marketing & Sales Associates (IG Railing).....	71
Northeast Lumber Sales, Inc.....	68
● Parksite	73
● ProWood	70
● Russin	71
● Seven D Distribution	69



RAILSIMPLE
and
ONYX
SERIES



Learn More

Black 5/32" 316L Stainless Steel Cable is available as part of the ONYX Series.

REDUCES INSTALL TIME BY MORE THAN 50%

RailSimple 5/32" Single Mount Tensioners & Swivel Ends

*Now offering
stocking displays
for RailSimple
& RailSimple ONYX*



*Cover slides over
threads after
tensioning*



Push Connect Technology –
no special tools required

Clean, Finished Look

Easy Mounting With
T25 Torx Driver Bit

Sealed Head Prevents
Contaminants

Available in 316L
Stainless Steel or
Black Finish (ONYX Series)





Northeast Lumber Sales, Inc.

Contact: Jon Cantliffe **Email:** jonc@northeastlumber.com
Phone: 203-238-2888 **Website:** www.northeastlumber.com

What Railing products do you sell?

Color Guard Classic, Savannah, Architectural, Tuscany, Verona, Key West, Florence vinyl rails, and Lincoln aluminum rail.

What is one product you'd like to highlight?

Color Guard Lincoln aluminum rail has added the color slate gray this year to go along with black, white, bronze, and white/black.



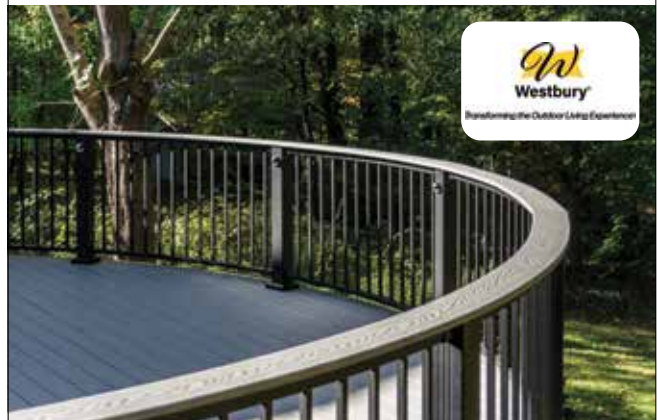
Britton Lumber Company

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



What Railing products do you sell?

We market and sell Westbury railing from Digger Specialties, Inc. in the New England and Adirondack market.



What is one product you'd like to highlight?

Looking for a durable and stylish option to enhance the look of your deck, porch, or balcony? Look no further than Westbury aluminum deck railing to elevate the look of your deck, porch, or balcony. With an impressive selection of 12 powder-coated color and finish combinations—including popular options like satin black and glossy white—Westbury offers versatile solutions to suit any style. Whether you're looking for a sleek, modern accent for your balcony or a long-lasting porch railing that meets building codes, Westbury delivers both curb appeal and performance. These high-quality, low-maintenance aluminum railing systems are ideal for both residential and commercial projects. From enhancing your home to upgrading a business property, Westbury railing systems are the perfect way to combine beauty, durability, and functionality.



Seven D Wholesale

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Phone: 860-250-6738

Website: www.degol.com/7dwholesale.html



What Railing products do you sell?

We carry Envision's Fairway Railing. Fairway Railing offers a perfect blend of design versatility, precision craftsmanship, and the highest safety standards that makes our collection the top choice in deck and porch railings for more than 20 years. The options are endless—aluminum, composite, steel, PVC, and vinyl railing paired with a multitude of infill styles ranging from cable, glass, vertical, or horizontal balusters.



What is one product you'd like to highlight?

New this year we now offer the Timberlux Traditional Vinyl Railing. The Timberlux Traditional Vinyl Railing features a variegated color finish that mimics the look of natural woodgrain paired with the low maintenance and durability of vinyl railing. Available in two beautiful colors: Native Chestnut, a rich earthy brown, and Silver Birch, a warm grey offering charm found in the silvery patina of aged timber.



All-Time Manufacturing Co. Inc.

Contact: Robert Brodie **Email:** sales@alltimemfg.com

Phone: 860-848-9258 **Website:** www.alltimemfg.com



What Railing products do you sell?

We offer a wide range of easy stainless steel cable railing systems, powder coated aluminum and PVC components. Easy modular stainless steel post and rail systems available in 304 or 316 marine grade, black coated and black oxide finishes, and custom drilled posts. Our stainless steel cable fittings are the easiest assembly in the industry and we offer stocking and special order options. Dealer territory protection available!



What is one product you'd like to highlight?

Looking for black cable or other architectural grade systems? Look no further! We offer black oxide stainless steel cable, black coated cable, and black coated posts and rails with various style options.



American Lumber

Contact: Rich Paci **Email:** rpaci@americanlumberco.com
Phone: 845-778-1111 **Website:** www.americanlumberco.com



What railing products do you sell?

We stock DSI's complete Westbury Railing lineup, including Tuscany, Riviera, Sorrento Mesh, and Montego aluminum railing, ADA-compliant handrail, ScreenRail, vinyl railing, VertiCable, Bella Cavo horizontal cable railing, and matching Magena Star lighting. Built for lasting strength and durability, these systems are trusted for both residential and commercial projects.



What is one product you'd like to highlight?

With no visible hardware, Bella Cavo is the sleekest railing line on the market today. Everything is hidden inside the posts for a clean and seamless look. The "clam shell" support balusters make installation fast and easy; just run your cables, snap the balusters around them, and you're done. Available in both top-rail and bottom-rail options, Bella Cavo is perfect for porches, decks, and balconies, combining style, strength, and ease all in one standout railing system.

PROWOOD®



ProWood

Website: www.prowood.com/dealers



What railing products do you sell?

ProWood stocks the full lineup of Deckorators railing products, giving dealers access to solutions for virtually every deck design. With aluminum, composite, cable, and glass railing options available, Deckorators combines style, durability, and design flexibility to meet evolving homeowner preferences. From maximizing views with cable and glass systems to delivering low-maintenance performance with composite and aluminum railing, the portfolio helps dealers offer complete outdoor living packages that elevate projects and drive value.



What is one product you'd like to highlight?

Deckorators Cable Continuous Top Rail: Modern design meets lasting performance with the Deckorators Cable Continuous Top Rail. This sleek aluminum top rail delivers a seamless look across cable railing sections, helping homeowners enjoy expansive views without sacrificing style. Compatible with Deckorators cable railing systems, it's a premium solution that adds visual appeal and elevates outdoor living spaces, making it a valuable addition to any dealer's railing assortment. Available for purchase through ProWood.



Russin

Contact: Jordan Russin **Email:** jordan@russin.com
Phone: 800-724-0010 **Website:** www.russin.com



What railing products do you sell?

Russin offers a range of premium railing solutions to suit any outdoor aesthetic. To perfectly complement your beautiful, durable Deckorators MBC deck, Russin offers a number of Deckorators railing systems, including ALX Railing, MFX Composite Railing, and Aluminum Rapid Rail, giving you the design flexibility to match any style. For those seeking unobstructed views, InvisiRail stainless steel railing systems prioritize safety without blocking the view, pairing glass panels or steel cables with a clean, modern finish. And when natural warmth is the goal, our inventory of Western red cedar railing components lets you mix and match to build the exact railing your project calls for, with finishing services available to complete the look. No matter the project, Russin has railing options that blend safety, style, and long-lasting performance.



What is one product you'd like to highlight?

Deckorators' railing systems keep your deck or porch safe while giving you the freedom to create a complete look for your outdoor oasis. Whatever the style, whatever the need, there's a Deckorators railing built to match it.



Marketing & Sales Associates (IG Railing LLC)

Contact: Mike Kunard **Email:** mike@igrailing.com
Phone: 612-741-4310 **Website:** www.igrailing.com



What railing products do you sell?

Illuminated Glass (IG) Railing is the No. 1 brand of glass railing, driving a category shift to the best view available. We built this experience for the LBM channel, understanding their needs to be successful.

What is one product you'd like to highlight?

Easy to sell, install, and love, IG Railing is built for LBM with efficient packaging, quick estimates, in-stock distributors, and a light SKU load. IG Railing offers the best view, reliable lighting, and the ultimate gateway to a homeowner's backyard view.



Holbrook Lumber

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



What railing products do you sell?

Holbrook Lumber is your definitive railing partner. Our team members are experts and will walk you through your project from takeoff to on-site service. We stock Keylink aluminum railing in a wide variety of colors and infills. Keylink powder-coated aluminum railing uses AAMA 2604 standard coating and also offers AAMA 2605 for coastal upgrade packages. Keylink has an assortment of top rail options to satisfy the design intent of any project. The contractor-focused design makes installation a breeze and will keep them coming back deck after deck. Keylink's railing is fabricated and tested in the USA and is IBC or IRC code compliant.



What is one product you'd like to highlight?

Keylink Chesapeake series boasts numerous customization options to truly personalize any project. This drink rail system can utilize a wood or composite deck board to match your decking or the new aluminum flat rail cap for a sleek modern look. The Chesapeake series is available in many different infills, including vertical as well as horizontal black or stainless cable, rod rail, and a number of baluster options. Illuminate your deck space like never before by adding Chesapeake under-rail lighting. This dimmable plug-and-play system is designed to fit seamlessly under your drink rail, allowing for a cleanly illuminated space.



BROSCO, a Boise Cascade location

Contact: Patricia McGovern **Email:** patriciamcgovern@bc.com
Phone: 978-802-6814 **Website:** www.brosco.com



What railing products do you sell?

BROSCO, a Boise Cascade location, stocks a complete line of INTEX Millwork Extruded PVC railing options to meet the needs of your next project. INTEX Millwork is the go-to destination for custom millwork solutions. Combining beauty with brawn, their millwork products supplement your project perfectly. You can find all of our railing systems in the BROSCO Book of Designs—Dartmouth, Hampton, Providence, and Liberty.



INTEX[®]
MILLWORK SOLUTIONS

What is one product you'd like to highlight?

The INTEX Liberty Black Baluster Kits, with all the features of the standard INTEX Liberty Railing System, are IN STOCK at BROSCO, a Boise Cascade location. These railing kits feature ¾" diameter round black aluminum balusters. Available in 6' and 8' levels and stair rails, 36" and 42" heights. We offer graspable 2-3/4" and 3-1/2" IRC code-compliant rail profiles. They are pre-routed for easy assembly, 100% extruded cellular PVC with an aluminum-reinforced core and hidden stainless steel fasteners.



Parksite

Contact: Matt Lenge **Email:** matt.enge@parksite.com
Phone: 860-381-1385 **Website:** www.parksite.com



TimberTech®

What railing products do you sell?

Parksite is the region's largest stocking distributor of TimberTech railing, offering full project packages with PVC, composite, aluminum, and premium vinyl options designed to match any deck. Engineered for fast, simple installation, the portfolio features time-saving solutions like pre-assembled Impression Rail Express aluminum panels, as well as pre-routed composite and vinyl systems like RadianceRail Express and Reliance Rail. With diverse colors, styles, and drink rail options that pair deck boards with top rails, TimberTech provides complete, customized outdoor living solutions.

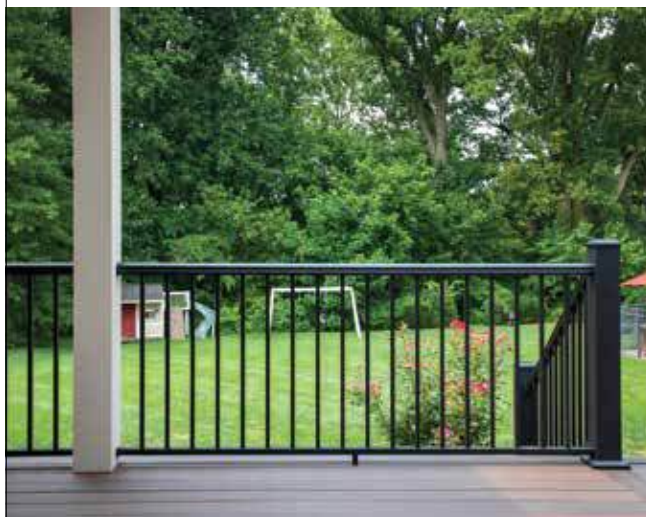
What is one product you'd like to highlight?

Delivering premium aesthetics at an affordable mid-level price point, Advantage railing features hidden brackets and no visible routing for a clean, sophisticated finish. The system speeds up installation using patent-pending SPEEDLoc Technology for easy side-loading balusters, while integrated plugs minimize rattling to create a quieter outdoor environment. Conveniently available in fully kitted sections across various colors and formats, it offers exceptional convenience and simple maintenance using just mild soap and water. Available in matte black, matte espresso, or matte white finish options.



BlueLinX Corporation

Contact: Cooper Holland **Email:** cooper.holland@bluelinxco.com
Phone: 508-966-5546 **Website:** www.bluelinxco.com



rdi® RAILING

What railing products do you sell?

BlueLinX is proud to offer RDI Railing, a complete portfolio of composite, vinyl, aluminum, and steel railing systems designed to elevate outdoor living spaces. Engineered for speed, ease, and style, RDI combines innovative technologies with customizable designs that simplify installation while delivering lasting beauty and performance. Backed by decades of innovation and patented solutions, RDI helps customers create outdoor spaces with the right balance of design flexibility, durability, and low-maintenance value.

What is one product you'd like to highlight?

Avalon Aluminum Railing offers unmatched versatility with distinctive rail profiles, multiple infill options, and premium powder-coated finishes that bring virtually any design vision to life. Available with cable rail, horizontal rod, or square baluster infills, Avalon delivers clean sightlines, contemporary style, and lasting durability. Crafted from high-strength aluminum and featuring RDI's innovative ProLock technology for a clean finished appearance, Avalon combines effortless installation with the long-term performance homeowners expect from a premium outdoor living solution.



Boise Cascade®



Boise Cascade

Contact: Patrick Duncan, Greenland, NH – Steve Quist
Email: PatrickDuncan@BC.com; SteveQuist@BC.com
Phone: Westfield - 413-572-2117; Greenland - 603-431-6955
Website: www.bc.com/distribution



What railing products do you sell?

We stock the full line of TimberTech Railing, available in PVC, composite, metal, and premium vinyl. TimberTech long-lasting railing delivers the unparalleled quality and performance you expect. The Composite Series offers high performance and design versatility. Classic Composite Series features top rail options like Premier, Radiance, Drink, and Trademark, with the most customization options. Advantage Rail is another option in the Composite Series. New in composite is the Advantage Railing kitted system for faster and easier installs. The Reliance Rail line in Core, Contour, and Core with Drink Rail are made of premium vinyl for lasting style. Powder-coated aluminum Impression Rail Express features top rail options like Classic, Modern, and Drink Rail, with preassembled Impression Privacy Screens for fast installation. Fulton Rail is sleek, minimalist black metal and composite designed for contemporary outdoor spaces. Pinnacle Rail and Statement Rail in PVC offer exceptional performance with elevated design potential.

What is one product you'd like to highlight?

Impressions Rail Express offers superior durability and resists fading, staining, and scratching. It's moisture-resistant against rotting, cracking, and corrosion. Narrower balusters offer a less obstructed view (30% less than competitors). The panelized railing system makes it quicker to install. It has a milled wood-inspired look. Its elevated design potential makes for crisp corners and a tight, clean look. Achieve a flawless, unified look with seamlessly integrated privacy, glass, cable rail panels, and ADA railing solutions.



Envision Outdoor Living Products

Contact: Nick Tomidy
Email: ntomidy@envisionoutdoorliving.com
Phone: 609-358-1050
Website: www.envisionoutdoorliving.com



What railing products do you sell?

Envision's Fairway Railing Collection comprises one of the most extensive lineups of deck and porch railings on the market, blending design versatility, precision craftsmanship, and the highest safety standards. Offerings include four popular, low-maintenance material options—aluminum, vinyl, composite, and steel—along with an array of railing styles, infill options, and colors. Plus, we've taken the complexity out of choosing railing and simplified it down to three easy steps: choose a railing style, choose posts, and choose accessories.

What is one product you'd like to highlight?

Our new Modern Aluminum railing features a clean, slim, eased-edge profile that not only provides for a versatile contemporary style but also helps ensure optimal visibility to views beyond. In addition, post brackets are less bulky than traditional brackets, further enhancing the aesthetic. Despite its high-end look, Modern Aluminum's slimmer profile enables a budget-friendly price point. Modern Aluminum railings are available in black and come in 36" and 42" heights.

FEENEY



Feeney

Website: www.feeneyinc.com



What railing products do you sell?

Feeney, Inc., based in Oakland, California, has been reshaping spaces since 1948, when the brand introduced the original cable railing infill to the U.S. market. Still family-owned and proudly design-driven, Feeney crafts high-performance architectural products that bring style and structure to both indoor and outdoor environments. From sleek aluminum railings and stainless steel cable kits to modern awnings and garden trellises, every product is built to last and made to stand out.

What is one product you'd like to highlight?

LED Lighting Kits for DesignRail Modern.



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DECK FASTENERS PRODUCT SHOWCASE

PARTICIPANTS

American Lumber	76
Boise Cascade.....	77
Britton Lumber Company.....	78
Coastal Forest Products/Iron Woods.....	78
PrimeSource Building Products.....	79
Rex Lumber Company	77
Russin	76
SPAX Engineered Fasteners.....	79

Photo Credit: Russin (Deckorators StealthLock Universal Deck Clips)

● Indicates LBM Expo 2026 Exhibiting Company. See page 40 for full listing.



Russin

Contact: Jordan Russin **Email:** jordan@russin.com
Phone: 800-724-0010 **Website:** www.russin.com



What deck fastening products do you sell?

Russin carries the fastening systems built to match our deck, porch, and trim products. Deckorators StealthLock Universal Deck Clips deliver a hidden fastening solution built for speed and precision across composite, PVC, and hardwood decking. For Thermory, we stock plugs and screws for ash and pine, clips and screws for grooved decking, and Solida SS screws in silver and black for a finish that matches the board. Aeratis flooring and Ply Gem trim each have dedicated screws and plugs built for a clean, factory-quality install. Black Label and Ipe Pro round out our hardwood lineup with deck clips, screws, and plugs selected to match the performance of the wood itself.

What is one product you'd like to highlight?

Discreetly secure your deck boards without visible screws using Deckorators StealthLock Universal Deck Clips, featuring innovation by CAMO. These clips work seamlessly with CAMO tools for fast, efficient installation across grooved Surestone, composite, PVC, and hardwood deck boards, providing a smooth, hidden finish every time. Build any deck pattern across wood joists with the flexibility to bring your design to life, no visible fasteners required.



American Lumber

Contact: Richard Paci **Email:** rpaci@americanlumberco.com
Phone: 845-778-1111 **Website:** www.americanlumberco.com



What deck fastening products do you sell?

We stock Starborn's Pro Plug System for the tropical hardwood deck lines we sell, including Batu mahogany, ipe, and fused bamboo decking, as well as for NewTechWood capped composite decking. We also offer color-matched CAPTOR fasteners for NewTechWood deck colors. For grooved composite decking applications, we carry NewTechWood's Hidden Fastener system, designed for easy installation, consistent spacing, and an alternating locking and sliding mechanism matched to the unique movement characteristics of composite decking.



What is one product you'd like to highlight?

Starborn's Pro Plug System delivers the strength of face-fastening with a clean finish. Engineered for both hardwoods and composites, it offers precise drive depth and easy plug alignment for a seamless look.



Rex Lumber Company

Email: information@rexlumber.com

Phone: 800-343-0567 **Website:** www.rexlumber.com



What deck fastening products do you sell?

Grad system is a 100% hidden fastener rail system for decking and other exterior and interior applications. It works with many species, including Kebony, Accoya, Accoya Color, and ipe. At Rex Lumber, we have the ability to run the grooving in-house to fit Grad rails, so custom species, profiles, and other options are available. Grad projects install as much as 50% faster and use 10 times fewer screws and clips. There is even a pedestal system for rooftop and platform decks. When using Grad start rails or the pedestal system, boards can be removed using a Grad removal key.



Boise Cascade®



Boise Cascade

Contact: Westfield, MA – Patrick Duncan;

Greenland, NH – Steve Quist

Email: PatrickDuncan@BC.com; SteveQuist@BC.com

Phone: MA: 413-572-2117; NH: 603-431-6955

Website: www.bc.com/distribution



What deck fastening products do you sell?

We sell CONCEALoc hidden fasteners, EDGELoc hidden fasteners for use with Prime, Prime+, and Premier decking, Cortex for TimberTech composite decking, Cortex for TimberTech composite fascia, Collated Cortex for TimberTech composite decking, Cortex Plugs sold separately for TimberTech composite decking (does not include screws), Cortex for TimberTech Advanced PVC decking, Collated Cortex for TimberTech Advanced PVC decking, Collated Cortex for TimberTech Advanced PVC MAX decking, Cortex plugs sold separately for TimberTech Advanced PVC decking (does not include screws), Cortex screws sold separately for TimberTech (does not include plugs), SIDEloc for TimberTech Advanced PVC decking (for use with square-shouldered Advanced PVC decking only), TOPLoc for TimberTech composite decking, TOPLoc fascia for TimberTech composite fascia, TOPLoc for TimberTech Advanced PVC decking, TOPLoc fascia for TimberTech Advanced PVC fascia.

What is one product you'd like to highlight?

CONCEALoc hidden fasteners designed exclusively for TimberTech Advanced PVC and composite grooved boards provide a fastener-free surface and can be installed pneumatically with the FastenMaster TigerClaw gun or using a drill.



Britton Lumber Company

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



What deck fastening products do you sell?

We stock a wide variety of pro-grade construction fasteners and service the New England and Adirondack markets.



What is one product you'd like to highlight?

U2 Fasteners has a strong focus on customers, aiming to create, promote, and distribute a new generation of innovative, code-compliant, premium fasteners that will be used by professional builders, simply because they are the best. U2 Fasteners builds code-compliant fasteners. Containing structural and ground contact ACQ-treated lumber requirements, U2's ground contact code compliant fastener is more than 75% more versatile in its applications. Products include features such as 316 marine-grade stainless steel, 1/2" to 20" fastener lengths across multiple product lines, black and white fasteners, and Snug Bit Fit to make single-hand fastening a breeze in those hard-to-reach areas.



Coastal Forest Products/Iron Woods

Contact: Dan Morgado **Email:** dmorgado@coastalfp.com
Phone: 800-932-9663 **Website:** www.coastalforestproducts.com



What deck fastening products do you sell?

Whether your next project is a backyard deck, a commercial installation, or a town boardwalk built with natural wood or composite, Coastal Forest Products has the proper screws and clips to ensure your deck boards are strongly secured, properly spaced, and retain their aesthetic appeal. We are distributors of Starborn Headcoat, CAP-TOR, Deckfast, and Pro Plug Systems, Ipe Clip, and the Simpson Strong-Tie EB-TY Deck Clips.



What is one product you'd like to highlight?

Starborn Industries, Inc.'s Pro Plug components have been specially designed and engineered to work together perfectly. The beauty of the system is that it makes plugging fast and easy, taking half as much time—sometimes even less. So, if you value the strength of top-down fastening and the high-finish look of plugs, put the Smart-Bit Pro Plug System to work for you. Starborn recognizes that decks have evolved into statements of modern living, and the quality of a deck fastener plays an essential role in the stability, finish, and longevity of a deck.

PrimeSource Building Products

Website: www.grip-rite.com



What deck fastening products do you sell?

Grip-Rite offers a comprehensive range of deck fasteners for nearly any deck building project. Our best-selling Grip-Rite DeckForce Exterior Wood and Composite deck screws are designed with features specific to both wood, PVC, and composite decking materials. For grooved deck boards, our Grip-Rite Ninja Hidden Deck System is the perfect fit. They're packed with features to increase grip and the 316 marine-grade steel resists corrosion over time. They're easy to install and adapt to any pattern. In coastal regions, PrimeGuard MAX Stainless Steel screws are a top seller. Naturally corrosion-resistant, they're strong enough to outlast whatever nature throws at them.

DECKFORCE[®]

What is one product you'd like to highlight?

Our award-winning Grip-Rite DeckForce Exterior Wood Screws and Composite Screws are ideal for most top-face driven decking projects. Available in a range of colors to match any aesthetic, they're protected by PrimeGuard Nano, our strongest fastener coating. DeckForce Exterior Wood Screws feature a T 17 self-drilling point and T-25 star drive to speed install times and reduce damage. The wedge-lock head countersinks easily, leaving a smooth finish. DeckForce Composite Screws are specifically designed for popular composite and PVC decking materials. quick-bite T 17 saw tip starts easily, and the hi-lo threads won't strip or pull out in manufactured deck materials.

SPAX Engineered Fasteners

Contact: Bob Knecht **Email:** Robert.Knecht@spax.us

Phone: 419-636-4247 **Website:** www.spax.us



What deck fastening products do you sell?

SPAX offers a complete line of engineered deck screws and fasteners for virtually every connection, including screws for wood deck boards and railing applications, PowerLags structural fasteners for deck ledger attachments and posts, including the new PowerLags XF, Multi-Material Fasteners for wood and composite decking applications, and PowerTrim finishing screws for fascia. SPAX also offers deck installation accessories, including deck board spacers and joist tape.

What is one product you'd like to highlight?

SPAX PowerLags XF structural fasteners deliver 10% faster installation for deck ledger attachments and other structural wood-to-wood connections. The 4CUT point and serrated threads start quickly without pre-drilling, reduce splitting, and lower driving torque. A precision T-STAR drive provides superior bit engagement and reduced cam-out, while the low-profile pancake head delivers strong clamping force and a clean, flush finish. Heat-treated steel and HCR dual-barrier coating provide durability and corrosion resistance for treated lumber and exterior applications. Independently tested and IRC/IBC code-compliant under ICC-ES ESR-5358, PowerLags XF is also supported by DrJ TER No. 2403-114 for deck ledger attachments.

IT'S THE COLD THAT WILL COST YOU:

Preparing LBM Businesses for the Winter Season

By Dan Braiman



Winter weather has a sneaky way of exposing weak points on a property. An aging roof could cave in from snow and ice accumulation or a small crack can leave a building vulnerable to cold air that leads to a frozen pipe. What begins as a simple maintenance task in the warmer months can turn into a six-figure insurance claim when the winter season comes around.

For LBM businesses, a burst pipe or a caved-in roof could put workers' safety at risk, destroy inventory and equipment, and result in months of business interruption. The best time to address and prevent potential catastrophic losses related to winter weather is well before the first freeze. A proactive approach to maintenance, snow and ice removal, and winter planning across an LBM business can help address potential weak points before they are exacerbated by the colder months.



Priorities for Before the Storm

Winter season preparation should address an LBM business's entire operation, including the facility's pipes, fire protection systems, inventory, and emergency response. Autumn is an ideal time to inspect properties, evaluate systems, and ensure an LBM business is fully prepared to weather the elements. Consider the following pre-season priorities:

- **Property Inspections:** LBM leaders should take the time to inspect a property in full, paying close attention to areas that could be particularly vulnerable in extreme cold. Pipes that are up against exterior walls, crawl spaces, and unheated rooms can all be susceptible to freezing in low temperatures. Any holes or cracks in walls, windows, and roofs should all be sealed to protect interior spaces from the cold. A full roof inspection should be completed to address damages, potential drainage issues, and areas where snow and ice could accumulate unevenly, placing additional stress on the building.
- **Yard Preparation:** Any outdoor inventory or equipment should be brought indoors when space allows. If items must remain outdoors, they should be properly secured, stacks should be kept low, and loose stacks should be bundled to reduce exposure to high wind. Entrances, walkways, hydrants, and other areas should be cleared to ensure accessibility once snow begins to accumulate.

- **Response Protocol:** Prior to the first storm, LBM businesses should establish who is responsible for monitoring conditions, maintaining and clearing roofs and other outdoor areas, and managing incident response. Snow-removal contractors and other services should be identified before the winter season, and business owners should establish a communication system to ensure employees and customers are promptly notified if conditions impact operations. LBM leaders should also identify and make note of any skylights, vents, and other hazards on the roof to ensure employees who are responsible for clearing them of snow accumulation can avoid stepping on them.

Quick Fix, More Problems

In a busy LBM business, it can be tempting to opt for a "quick fix" or creative ingenuity over addressing the entirety of an issue. However, the quick savings in time or money can cost an LBM business significantly in damages and business interruption later on.

At PLM, we have seen LBM businesses utilize electric space heaters to keep pipes warm. When heaters are left running overnight, often 24/7, they can overload electrical systems and trip breakers. If an employee resets the breaker without unplugging the heaters, a fire can ignite. No heaters, electrical, kerosene powered, or otherwise, should be used to heat pipes. LBM leaders should instead focus

on what is causing the pipes to freeze. Pipes in vulnerable areas should be properly insulated, and all cracks and openings should be sealed. During extreme temperatures, it is a good idea to allow cold and hot water to trickle overnight and ensure the building is adequately heated.

Similarly, LBM businesses need to be thorough about how they remove snow from rooftops to ensure they do not create other problems in the building. Removing snow accumulated on a roof reduces weight and should help prevent cave-ins, but failing to do so adequately simply causes a different issue. Clearing one section of a roof while leaving snow on a different section creates an imbalance, placing additional stress on the structural integrity of a building. Snow should be evenly cleared from rooftops, using the proper tools and technique to avoid damaging roof materials.

While LBM businesses cannot predict just how severe the winter season will be, they can control how they prepare for it. Leaders should ensure their teams are taking full advantage of the fall season to inspect LBM properties, prepare yards, and establish emergency response procedures before the cold weather sets in to prevent losses and maintain smooth operations throughout the winter. 

Dan Braiman serves as loss control director at Pennsylvania Lumbermens Mutual Insurance Company (PLM). He can be reached at dbraiman@plmins.com.



A Washout on the Course; a Winner in the Clubhouse

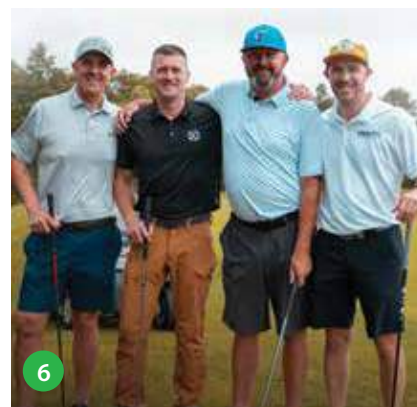


The weather may have won the day, but it couldn't dampen the spirit of the 62nd Annual **Massachusetts Retail Lumber Dealers Association (MRLDA)** Golf Outing!

On August 3, 201 golfers gathered at the Pinehills Golf Club in Plymouth, Mass., ready to take on the award-winning Jones and Nicklaus courses. A few rays of sunshine at registration quickly turned to drizzle, then steady rain, and finally torrential downpours that transformed the fairways and greens into streams and ponds.

By the seventh hole, play came to an early end, but the fun was far from over. Golfers headed back to the clubhouse where an extended networking reception brought members together for great conversations, plenty of laughs, and a reminder that the best part of MRLDA events is the people.

Thank you to everyone who joined us—we're already looking forward to next year's outing! 

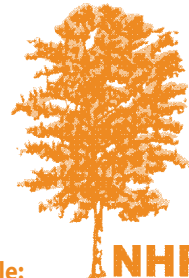


1. A small army of volunteers ready to go at the 62nd MRLDA Golf Outing. 2. "I'd keep playing; I don't think the heavy stuff is going to come down for quite a while..." 3. Looks like it's going to be a beautiful day at Pinehills! 4. Volunteers Peter Furia and Drew Wilson (both of Cape Cod Lumber). 5. Volunteers T.J. McNulty (Hingham Lumber) and Peter Koopman (Koopman Lumber). 6. Zach Lane (Elite Sales & Marketing), C.J. Moore (Moore Lumber), Joey Burgoyne (WindsorONE), and T.J. McNulty (Hingham Lumber).

Pembroke Pines Debuts as Host of 37th Annual NHRLA Golf Outing



1



WINNERS:

Team Scramble:

NHRLA

First place: (57) Andrew, Brad, and Chris Benson, along with Henry Bruckner (all of Benson Lumber & Hardware).

Second place via Tiebreaker: (63) Joe Burgoyne IV (WindsorONE), along with Dan Campbell and Brian Guillerault (The Hews Company).

Third-place: (63) Scott Benson (Benson Lumber & Hardware), Tom Cayon (Hancock Lumber), Mike Kelly (Coastal Forest Products), and Zach Tillo (Trex).

Closest to the Pin:

Men's: Gerry Towle (General Insulation)

Women's: Lauren Litwin (US Lumber).

Longest Drive:

Men's: Henry Bruckner (Benson Lumber & Hardware).

Women's: Kerryn Talbot (Pelham Building Supply).

Putting Contest: Nick Gosselin (Mast Road Building Materials)

NYLE 50/50: Greg Antone (REEB) Millwork



2



3



4



5

The New Hampshire Retail Lumber Association (NHRLA) welcomed 95 golfers to its 37th Annual Golf Outing on July 20, held at the picturesque Pembroke Pines Country Club in Pembroke, N.H., which made its debut as the event's host venue. Members and industry partners enjoyed a day of friendly competition, networking, and camaraderie on one of the state's premier courses.

When the final putt dropped, Team Benson Lumber & Hardware—Andrew, Brad, and Chris Benson, along with Henry Bruckner—captured first place in the scramble competition with a torrid 15-under-par 57. Finishing runner-up with an outstanding 9-under-par 63 was the team of Joe Burgoyne IV of WindsorONE, joined by Dan Campbell and Brian Guillerault of The Hews Company. **LG**

1. The first-place team of Brad and Christopher Benson, Henry Bruckner, and Andrew Benson (all of Benson Lumber & Hardware). 2. NHRLA Volunteers Keegan Safford (Bellettes Inc.), Brad Martineau (Jackson Lumber & Millwork), and Eric Murphy (LaValley Building Supply) ready for registration. 3. Third-place team of Zach Tillo (Trex), Tom Cayon (Hancock Lumber), Mike Kelly (Coastal Forest Products), and Scott Benson (Benson Lumber & Hardware). 4. Ready for the 37th Annual NHRLA Golf Outing. 5. The beautiful Pembroke Pines Country Club served as the new location of the NHRLA Golf Outing.

RLDAM and NHRLA Celebrate on the Coast

The Retail Lumber Dealers Association of Maine (RLDAM) and the New Hampshire Retail Lumber Association (NHRLA) gathered September 11–12 at the Samoset Resort in Rockport, Maine, for their annual Celebration Weekend. The event brought members from both states together for a weekend of industry fellowship, friendly competition, and celebration.

The weekend began Friday afternoon with separate meetings of each association's Board of Directors, followed by a cocktail reception on the Samoset's patio overlooking Penobscot Bay. A lobster bake followed, along with the weekend's business program, which featured remarks from NHLA leadership and reports from the presidents of both state associations. The evening wrapped up with a spirited trivia competition, as teams from Maine and New Hampshire battled for bragging rights.

Saturday offered attendees a variety of activities, including golf on the breathtaking Samoset course—often referred to as the “Pebble Beach of the East”—as well as a narrated cruise of Penobscot Bay aboard the *Morning in Maine*, a hike on Ragged Mountain, and another state-versus-state showdown featuring the Samoset's Ultimate Backyard Games.

That evening, members from both associations gathered once again for a patio cocktail reception, enjoying the changing colors of the sunset across Penobscot Bay before moving indoors for the awards banquet.

The banquet provided an opportunity to recognize outstanding members from both associations. Representing NHRLA, Wes Robichaud of Coastal Forest Products honored Dan “Bird” Uhlman of Belletetes as the association's Lumber Person of the Year. RLDAM recognized two members of the Maine lumber industry: Rod Wiles of Hammond Lumber Company paid tribute to Lifetime Achievement Award recipient Matt Masse, also of

Hammond Lumber Company, while Mark Hopkins of Hancock Lumber honored Eric Dolloff of Hancock Lumber as Lumber Person of the Year. Award winner biographies are available by scanning the QR code at the bottom of the page.

Border War Trophy Returns to Maine

The friendly rivalry between Maine and New Hampshire continued with the 14th annual Border War competition—and this year, the trophy is headed back to Maine.

The competition featured four events: ABMA Advocacy Attendance, won by RLDAM; Food Drive Results, won by NHRLA; Friday night's trivia contest, narrowly won by RLDAM; and Saturday afternoon's Ultimate Backyard Games, also narrowly won by RLDAM. When the scores were tallied, RLDAM came out on top, 95–85.

The Border War series began in 2012 with a pool tournament and has become a popular tradition between the two associations. With this year's result, the overall series is now tied at 7–7. NHRLA will have an opportunity to reclaim the trophy next year when the competition moves to New Hampshire and the Omni Mount Washington Resort, October 22–24.

Remembering Industry Friends

The weekend also included moments of reflection as both associations honored members of their extended industry families who have passed away.

RLDAM dedicated the weekend to the memory of Alden Robbins. Attendees were honored to have Alden's father, Jim Robbins, in attendance to share poignant remarks and memories.

NHRLA also celebrated the lives of Bob Jackman and Harold LaValley, both of LaValley Building Supply. Larry Huot of LaValley Building Supply offered remarks honoring their lives and contributions. 



Wes Robichaud of Coastal Forest Products honored NHRLA Lumber Person of the Year Dan “Bird” Uhlman of Belletetes.

For bios of the award winners from this event, scan the QR code below or visit nrla.org/rdam-and-nhrla-celebrate-on-the-coast.



RLDAM Lumber Person of the Year Eric Dolloff is congratulated by Mark Hopkins, both of Hancock Lumber.



RLDAM Lifetime Achievement Award Recipient Matt Masse is congratulated by Rod Wiles, both of Hammond Lumber Company.



The Border War trophy shall be returning to Maine with RLDAM President Sadie Hammond, Hammond Lumber, with a strong performance from the Most Valuable Couple, Braydon and Danielle Rice, Western Maine Supply.



The NHRLA Board of Directors (top). The RLDAM Board of Directors (bottom).



Hikers pause for a well-deserved rest after ascending 1,300 ft. Ragged Mountain, skillfully guided by the nimble Jim Robbins.



Samoset golfers Adam Lula and James Means (Coastal), Gene Flanagan (Viking), and Mike Kelly (Coastal).



A lovely morning for a sail around Penobscot Bay aboard the Morning in Maine.



RLDAM dedicated the weekend to the memory of Alden J. Robbins.



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For bios of the award winners from this event, scan the QR code below or visit nrla.org/enylda-celebrate-moore-wiley.



ENYLDA Celebrates David Moore and Tim Wiley at 2026 Annual Meeting



The Eastern New York Lumber Dealers Association (ENYLDA) celebrated two outstanding members of the lumber and building materials industry at its 2026 Annual Meeting on Friday, September 18, honoring David Moore and Tim Wiley, retired from Wiley Brothers, with Lifetime Achievement Awards.

Held aboard the Lac du Saint Sacrement steamboat in beautiful Lake George, N.Y., the evening provided a memorable setting for an evening of celebration, recognition, and camaraderie. With breathtaking views of the lake and surrounding Adirondack landscape, attendees enjoyed a dinner cruise followed by entertainment.

Moore and Wiley were joined by family, friends, colleagues, and industry members who came together to celebrate their many years of dedication and contributions to the industry and their communities.

NRLA Chair Genn Howley of GNH Lumber provided a heartfelt introduction of the two honorees. Her touching remarks recognized the accomplishments and lasting impact of both Moore and Wiley, making the presentation a particularly meaningful part of the evening.

In addition to honoring the Lifetime Achievement recipients, ENYLDA conducted its annual election of officers. The 2026–2027 officers are:

- **President:** Mike Catalina, Preferred Marketing Associates
- **1st Vice President:** Kylie Holland, Curtis Lumber Co.
- **Secretary:** Jeanne Xanthos, Herrington's
- **Treasurer:** Riza Toubia, Griffin Engineering & Supply
- **Ex-Officio:** Louise Eddy, Saratoga Quality Hardware and Lumber

ENYLDA extends its sincere appreciation to its 2026 sponsors for their continued support and contributions to the association. Their involvement helps ENYLDA continue to provide valuable programs, events, and opportunities for members throughout the year.

The association looks forward to continuing the celebration of the industry at the Joint Tradeshow on November 17 at The Venue in Kingston. ENYLDA invites members and industry partners to join for another opportunity to connect, learn, network, and support the lumber and building materials industry.

It was a special evening in Lake George—one that recognized two deserving industry leaders while bringing together the ENYLDA community to celebrate its past, present, and future. 





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NJBMDA Summer Outing



Fireworks, a martial arts demonstration, mascots, and some good AA baseball made for a fun family outing for the **New Jersey Building Materials Dealers Association (NJBMDA)**.

The setting was TD Bank Ballpark, with the Somerset Patriots, the AA farm team for the New York Yankees, versus the Richmond Flying Squirrels. Suites above home plate were packed with all the traditional game day snacks, from pizza to pretzels to hot dogs and popcorn; kids and adults loved the special visit from Slider, the Patriots' mascot. The home team prevailed with a 4-2 win, and the evening ended with a glorious fireworks display over the stadium.

A special thank-you to NJBMDA sponsors. Their support allowed NJBMDA to make this an outing for dealers to bring families and employees.

NJBMDA board president TJ Shaheen of Builders' General Supply often says, "NJBMDA outings truly create an arena of friendships and camaraderie, demonstrating the power of our association. United, we are stronger, together!"

With a mix of dealers, associates, friends of EBMDA, and several families in attendance, this event exemplified the sentiment. **LC**

NNYLDA Annual Fishing Tournament



The Northern New York Lumber Dealers Association (NNYLDA) held its Annual Fishing Tournament on Friday, August 21, with 14 boats heading out from Clayton, Alexandria Bay, and Henderson Harbor for a great day on the water.

The fun kicked off Thursday evening with an open bar at the 1000 Islands Harbor Hotel, generously sponsored by Quikrete. Bright and early Friday morning, anglers headed out in search of bass, walleye, and salmon, equipped with NNYLDA coolers packed with lunch and refreshments sponsored by Merriman's Inc. By early afternoon, the boats returned, and participants gathered at Clayton's Historic Boat Museum venue for a delicious shore dinner, swapping stories and reliving the highlights of the day.

A huge thank-you to Tim Clark of Erie Materials and the entire NNYLDA Fishing Committee for putting together another fantastic event. It was a big hit and one that members will be looking forward to again next year! **LC**

TOURNAMENT WINNERS

Largest Bass, 20.5":

Bobby Cornell (Erie Materials)

Largest Walleye, 22.75":

Levi Marino (White's Lumber)

Largest Salmon, 34":

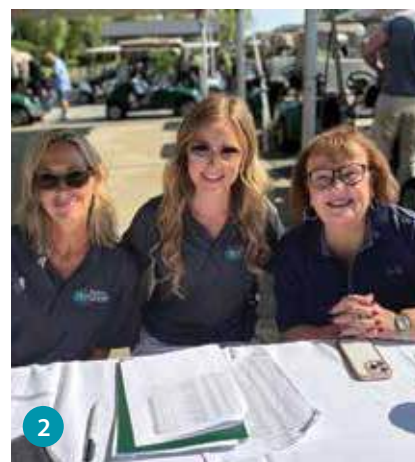
Rick Repp (Wm. B. Morse Lumber)



1. Bobby Cornell with the largest bass. 2. Rick Repp with the largest salmon. 3. Levi Marino (front left) wins largest walleye. 4. NNYLDA Fishing Chair Tim Clark (center) with Matt Gondek (Boise) (right), emceeing the award ceremony. 5. Quikrete sponsors the cocktail reception.



79th Annual RILBMDA Golf Outing and Clambake



The Rhode Island Lumber & Building Materials Dealers Association (RILBMDA) hosted its 79th Annual Golf Outing on July 8 at Green Valley Country Club in Portsmouth, R.I. Following a day on the course, participants gathered at Kempenaar's Clambake Club in nearby Middletown for the association's traditional post-golf reception and clambake.

During the evening program, RILBMDA President Evan Finnegan of Finetco-Coventry Lumber thanked the Board of Directors and the many volunteers whose efforts helped make the event another outstanding success. He offered special recognition to Golf Outing Chair Steve Carlino Jr. of Douglas Lumber/BFS for his leadership in organizing this year's tournament.

The association also extended its appreciation to the many retail and associate members who supported the outing through

door prize donations, participation in the 50/50 and raffle drawings, and purchases of NYLE mulligans. Their continued generosity helped make the event both enjoyable and successful.

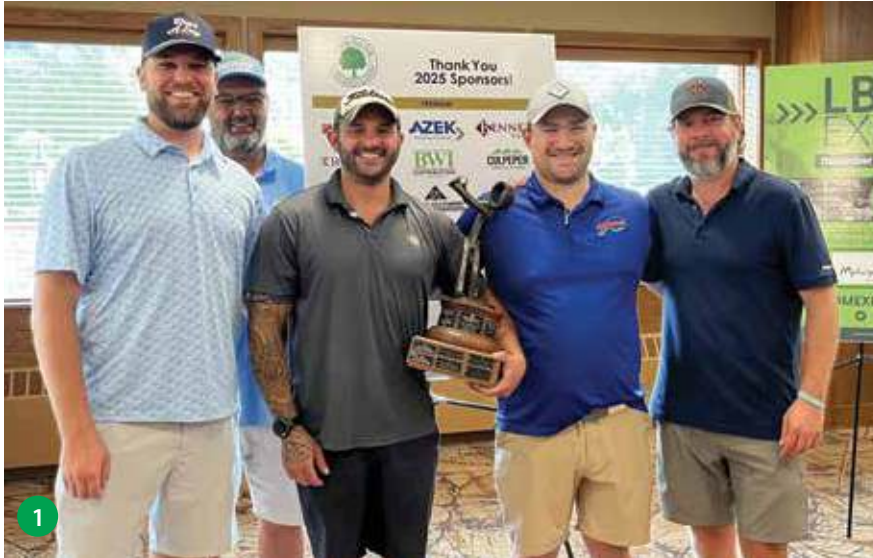
On the course, the foursome of Dave Beattie and Brian White of Coastal Forest Products, Chris Champagne of Liberty Cedar, and Jeff Hanley of Arnold Lumber Company captured first place in the Team Scramble with an impressive 14-under-par 57. Finishing just two strokes back at 12-under-par 59 was the team of Joe Mariano, Zach Tillo, and Josh Panczak of Trex, joined by Greg Cooper of Cooper Construction.

Individual contest winners included Dana Greenwood of NOVO Building Products, who earned closest to the pin honors. Longest drive awards went to Cam Levett and Brenda Morrison, both representing Arnold Lumber Company. **LG**

1. Thank you RILBMDA volunteers and board members! 2. The registration crew ready to go at the Green Valley Country Club: Stephanie Senerchia (Arnold Lumber), Kimberlee Freer (NRLA), and super-volunteer Judy Murray. 3. The first-place team of Chris Champagne (Liberty Cedar), Golf Chair Steve Carlino Jr. (Douglas Lumber/BFS), Brian White and Dave Beattie (Coastal Forest Products), and Jeff Hanley (Arnold Lumber). 4. Golf Chair Steve Carlino Jr. (Douglas Lumber/BFS) congratulates the second-place team of Joe Mariano and Zach Tillo (Trex), Greg Cooper (Cooper Construction), and Josh Panczak (Trex). 5. Team Liberty Cedar out in full force.



WNYLDA Annual Golf Tournament



The Western New York Lumber Dealers Association's (WNYLDA) Annual Golf Tournament was held on August 11 at the Holiday Valley Golf Course in Ellicottville, N.Y. After less-than-ideal weather at the tournament's first outing at Holiday Valley last year, Mother Nature delivered this year with a beautiful day for golf.

Eleven teams took to the course, representing nine retail companies and 11 vendor companies. Competition couldn't have been much closer, with Lenco Lumber and Close's Lumber finishing tied and Lenco claiming the coveted WNYLDA Championship Trophy on a matching-cards tiebreaker.

Special thanks to Culpeper Treated Lumber for sponsoring the tournament and to WNYLDA's Golf Committee Chair Todd Palmatier, Culpeper Treated Lumber, for doing an excellent job organizing a successful event at this beautiful venue. **LG**

Tournament Champions:

Lenco Lumber

Tyler Charles, Sean Conwell, Charles Panepinto, and Mark Roland

Second-place:

Close's Lumber

Mike Close, Dylan Close, Austin Cousins, and Ron Daniels

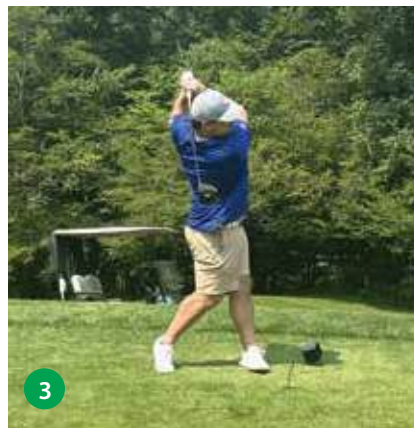
Contest Winners:

Long Drive, Hole #3: Chuck Panepinto (Lenco Lumber)

Closest to the Pin, Hole #9: Tyler Charles (Close's Lumber)

Closest to the Pin, Hole #10: Darren Graham (Specialty Building Products)

Closest to the Pin, Hole #15: Dylan Close (Close's Lumber)



1. Tournament Champs, Lenco Lumber. 2. Second-place, Close's Lumber. 3. Long Drive winner, Chuck Panepinto (Lenco Lumber). 4. Closest to Pin winner Darren Graham (Specialty Building Products) with WNYLDA Golf Chair Todd Palmatier (Culpeper Treated Lumber). 5. Add Lumber/Great Southern celebrating an awesome putt.

CNYRLDA Annual Clambake



Central New York
Retail Lumber Dealers
Association

The Central New York Retail Lumber Dealers Association (CNYRLDA) held its annual Clambake at The Spinning Wheel in North Syracuse, N.Y., on Thursday, August 13. The event was a great success, drawing nearly 100 attendees from across the Central New York region.

Members, contractors, friends, and family gathered for a beautiful summer day filled with littleneck clams, raffle prizes, and the much-anticipated 50/50 cash raffle, won by Greg

Baidel of Chittenango Lumber.

CNYRLDA President Jamie Evans of Cameron Ashley kept the festivities moving as emcee, but this year there was an extra reason to celebrate—Jamie's milestone birthday! Attendees surprised him with a special birthday tribute recognizing the big occasion, adding even more fun to an already memorable CNYRLDA Clambake. **LC**





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ADVERTISING INDEX

Acadia Insurance	37
Arxada	17
Atlantis Rail Systems	67
Bigfoot Systems Inc.	63
BlueLinX	IBC
Boise Cascade	1
BROSCO	IFC
Cleary Wholesale	5
Coastal Forest Products	39
CT Darnell / Sunbelt Rack	3
Culpeper Treated Lumber	21
ENY LDA	89
GenetiQ	9
Hews Company LLC	27
Holbrook Lumber	7
IDEAS Show	43
Keiver-Willard Lumber Corp.	25
Krauter Auto-Stak	39
NHRLA	86
NRLA Yard Tours	95
NYLE	11
PFP Distribution	34-35
Rex Lumber Company	55
RLDAM	87
SoftPlan Systems	75
US Lumber Group	OBC

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Michele Gregg

Location: Greenville, NY

Position: Sales Manager • GNH Lumber & Home



HOW DID YOU BEGIN YOUR CAREER IN THE LBM INDUSTRY?

My official start was at a big box home improvement retailer, but being introduced to the industry started much earlier. Growing up on a farm, I was always helping my mom with DIY projects, so building and creating has always been part of who I am.

WHAT ARE SOME OF THE RESPONSIBILITIES OF YOUR POSITION?

Anything sales related and more! I focus on our company's sales growth, team development, customer relationships, and creating strategies that help our employees and customers succeed.

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

As a woman in a traditionally male-dominated industry, I work hard to earn credibility and prove my expertise. I've found that consistency, knowledge, integrity, and building strong relationships speak louder than any stereotype.

WHAT HAVE YOU LEARNED SINCE WORKING IN THE INDUSTRY?

Relationships are the most important. People remember how you treat them long after they forget the price you quoted.

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

Don't be afraid to say yes to new opportunities. The more you invest in learning the industry and connecting with the people in it, the more successful you'll become.

WHAT ARE YOUR PASSIONS OUTSIDE OF THE OFFICE?

Outside of work, I love spending time with my husband, our 3-year-old daughter, and our two golden retrievers. Working in this industry inspires DIY projects, so you'll often find my husband and I tackling our (my) latest idea together. 

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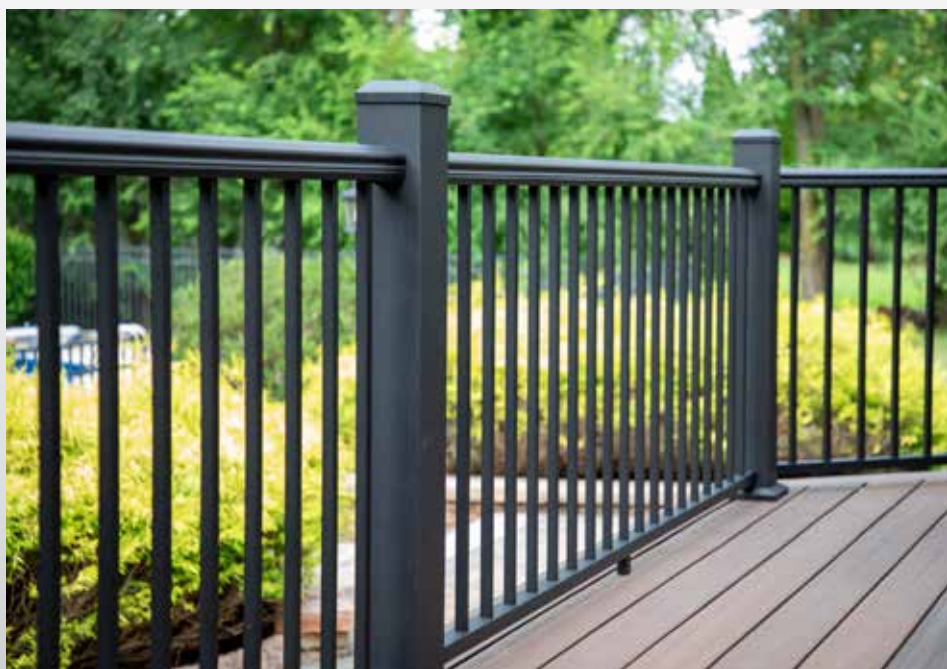
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