

JANUARY 2012 issue

LAT TODAY Newsletter

Thanks to our Advertisers:



Temple-Inland

Happy New Year! A message from Barbara Douglas,  EVP

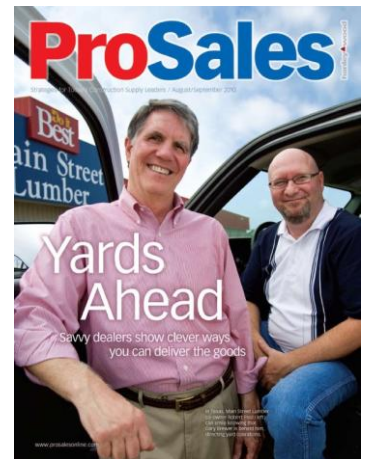


I found this photo of myself from some 50 years ago, and like it much better than current photos. If we truly are as young as we feel, then we could all be the same people we were 50 years ago, right? If not, maybe we should try harder to be so. The 1950's & 60's were a much kinder and more carefree time, especially compared with the grueling past five years. It's a relief to say goodbye to 2011...another year through the "great recession".

2012 should be an improvement for both Texas' and Louisiana's building economies. Research Economists predict around 5% increases from 2011, still below the historical norm, but better than the last few years. This should carry forward into 2012 due to strong job growth and low interest rates. **2011 did reflect well on LAT** – We had a successful session in the Texas Legislature; LAT remains strong financially; and three of our members were recently featured in national magazines – pictured below - **Michael Hayden** of Riverside Lumber in New Orleans, LA, **Ronnie Hess** of Bridgeport Building Center headquartered in Bridgeport, TX, and **Robert Pool** of Main Street Lumber in Denison, TX. Also, **Cally Fromme** of Zarsky Lumber, Victoria, TX became the first woman Chair of NLBMDA this past October in San Antonio. Congratulations to all who survived and thrived in 2011.

LAT's current president, Rufus Duncan of HBC, **is dedicated to enhancing your business in 2012** by sponsoring a **FREE Return On Investment Seminar at the April LAT convention**, by one of the brightest and respected business minds from Texas A&M University, Dr. Barry Lawrence.

- + **SEE INSIDE** to register for the **FREE REGIONAL LUNCH Jan. 25 at the Salt Lick BBQ in Round Rock for ALL DEALERS!** Thanks to DW & ENAP! Register by Jan. 20!
- + **COMPLETE LAT CONVENTION INFO, REGISTRATION & AWARD FORMS INSIDE!**



Lumbermen's Association of Texas & Louisiana - 1016 La Posada Drive, Suite 150 Austin, Texas 78752

To receive our weekly email updates, send your email address to craig@lat.org / www.lat.org / phone 512-472-1194

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Mike Feltner is ILM's Loss Control Representative located in South Dallas. He is ready to provide you with valuable recommendations for making your operation safer, which can lower the risk for loss and lower insurance costs.



Myrtha Castillo is the ILM Underwriter in San Antonio. She will be working hard every day to provide fast and professional service to our policyholders and agents.



Kathryn Qualls is ILM's Dallas Claims Adjuster. Her experience and customer-friendly philosophy gives our policyholders the comfort of knowing that ILM will be there in times of need.



Chris Hellenthal is our Dallas Business Development Representative. His role is to facilitate production and service for all Texas dealers. He is always available to service your needs.

Remember ILM's Safety Group Dividend Program exclusively for the LAT - another way ILM reduces your costs!

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2012 Economic Forecast

Leading economists say they don't expect much change in the 8.6 percent unemployment rate, even though the economy should grow faster in 2012. Associated Press economists expect the unemployment rate to be stuck at a recession-level 8.4 percent when voters go to the polls in November.

The three dozen private, corporate and academic economists surveyed also say growth in the U.S. could be buffeted by debt crisis upheavals in Europe or some other shock. They say they expect the economy to grow 2.4 percent next year. In 2011, it likely grew less than 2 percent. Congressional gridlock ahead of the 2012 elections and unforeseen global events, like this year's Arab Spring protests, could slow the U.S. economy

Since mid-August 2011, housing construction markets for the U.S. have risen steadily. To see whether 2012 will be any better, everyone is watching the key economic sector of the nation's housing market. Trends in the housing market tend to provide good evidence of where the overall economy and consumer confidence are headed. People usually don't buy houses when they can't afford to do so, notwithstanding the housing bubble that culminated in the financial crisis of 2008.

Consumers who can't produce solid job histories and reasonable down payments won't be approved for mortgages, putting aside the insanity that generated the subprime mortgage debacle. So, an uptick in new housing construction or purchase of existing homes should suggest that the economy as a whole is improving.

2011 was rough, and the first half of 2012 may be, too. But by the end of the year troubles in the housing market may be just a bad memory. Based on three factors -- number of new households, trends in the overall economy and number of existing, unoccupied units -- there will be eventual growth in new-home starts. However, using the most pessimistic scenario, which most closely resembles what actually happened over the past three years, new housing starts aren't likely to increase until the second half of 2012.

The good news is that the housing market *will* improve in 2012, even if it does so later than investors and homeowners might have hoped. We know that the recession has hit young adults the hardest, with high unemployment rates and hefty student loans battering them from both sides. Twenty-somethings who have moved back in with their parents and put off marriages and new homes are bound to get restless eventually. When they do, the number of new households in the U.S. will once again start to climb.

Similarly, high unemployment rates and fear of losing money on underwater mortgages have kept many homeowners in their current residences, and millions of foreclosures have glutted the market with empty homes. As the unemployment rate slowly shrinks -- the U.S. reportedly added more than 650,000 new jobs in the past three months -- home sales are likely to rise. Foreclosed properties will still glut the market, but most of those homes will eventually find new owners.

The challenge is projecting any kind of rebound in the housing market when the economy is still so vulnerable to outside influences. Another eruption of the European debt crisis, for example, could quickly destroy the small gains of the past few months. We are bracing for a knockdown fight in the 2012 election. The key issue will be housing. Someone not only has to fix it, they have to present a feasible plan AND one that the majority of Americans can believe in. There are three areas that must be addressed: 1. the mortgage interest deduction; 2. the increase in the down payment to 20% to buy a house; and 3. the Federal tax incentives to buy a house.

According to the U.S. Census Bureau, in 2010, Texas grew in population size, the state as a whole showing an inbound growth of more than 55% of total household moving shipments. Louisiana showed a balance of both inbound and outbound household movement in population. In the last quarter of 2011, building permits ticked upward in Texas, while they fell off in Louisiana. Let's all work on a better 2012.

Member News

Congratulations

... to **Cally Fromme – Zarsky Lumber**, pictured here with NLBMDA EVP Mike O'Brien, and immediate past chair Joe Collings. Cally took the gavel as the NLBMDA Chair for 2011-2012 this past October in San Antonio.

... to **Meagan McCoy Jones** who was recently promoted to Vice President—Field Support at **McCoy's Building Supply**.



Members of the Greater Houston Lumber & Building Material Dealers Association (GHLBMDA) are encouraged to send in their 2012 dues AND additional contributions to the **Dan Ledermann**

Scholarship Fund soon. 2012 members of GHLBMDA **and LAT** members qualify for employees' students to apply for annual scholarships of \$1000 per year. For 2012 dues and 2012 scholarship applications – February 28 deadline! – contact craig@lat.org or dpaulzi@hollandsw.com



Lumbermen's Association of Texas & Louisiana - 1016 La Posada Drive, Suite 150 Austin, Texas 78752

To receive our weekly email updates, send your email address to craig@lat.org / www.lat.org / phone 512-472-1194

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Span Tables Available Online
Based on SPIB's Proposed Design Values



The Southern Forest Products Association (SFPA) has posted on its website www.southernpine.com the maximum span capabilities for Southern Pine joists and rafters, using the Southern Pine Inspection Bureau's (SPIB) proposed design values for visually graded dimension lumber. The seven tables list spans for the most common loading conditions. Also available on the site is a series of bar graphs comparing Southern Pine spans – for No.1 and No.2, 2x6 through 2x12 – with hem fir and spruce-pine-fir. Links to this information now appear on the site's landing page for New Design Values.

SFPA also posted on its site a summary table listing new design values for visually graded dimension lumber, based on SPIB's submittal to the American Lumber Standard Committee (ALSC) Board of Review. All information is pending ALSC's approval. Prior to ALSC's next meeting – set for January 5, 2012 in Washington, DC – ALSC solicited, and LAT let all members know in our December E-Mails, written comments from all interested parties, to be received at least 10 days prior to the meeting.

"As a service to all segments of the lumber industry, SFPA is providing this maximum span table data and comparisons with other species to all levels of the Southern Pine lumber manufacturing and supply chain," said SFPA President Adrian Blocker. "The impacts that proposed design values from SPIB will have on Southern Pine span capabilities have been one of the most-often asked questions. SFPA is here to serve our members' customers and help the dialog progress to a better understanding of the design value development process and the resulting data," he added.

Also from SFPA's new SPIB Proposed Design Values page, visitors can review news releases with comprehensive background information, plus a collection of updated answers to 30 most frequently asked questions. A link is provided to the current design values that remain effective until SPIB publishes new design values in its *Supplement No.9 to the 2002 Standard Grading Rules for Southern Pine Lumber* sometime next year.

The last major change for visually graded dimension lumber occurred in 1991 when design values for Southern Pine and other North American species were published based on In-Grade testing of full-size samples of commercially produced lumber. Since 1994, SPIB has conducted an annual resource monitoring program developed in collaboration with the U.S. Forest Products Laboratory (FPL). SPIB is the first rules-writing agency to submit new values. Rules-writing agencies responsible for other species are in different stages for evaluating design values.

SFPA does not test lumber or establish design values. SFPA's primary function is to market lumber products and to help users understand Southern Pine grading rules and design values.



Complying with the OSHA Crane Rule: Use of Articulating or Knuckle Boom Cranes to Deliver Materials to Construction Sites

Last Updated December 5, 2011

Note: This document is not legal advice. If legal advice is desired, please consult competent legal counsel.

ACTIVITY SPECIFICALLY NOT COVERED BY RULE:

- Placing or stacking material on the ground without arranging in a particular sequence for further hoisting³
- Placing trusses or other prefabricated components onto the ground without arranging them in a particular sequence for further hoisting
- Placing precast concrete elements onto the ground without arranging them in a particular sequence for further hoisting

ACTIVITY SPECIFICALLY EXEMPTED FROM THE RULE:

The articulating crane must be equipped with 1) a fork or cradle assembly and 2) a properly functioning automatic overload prevention device.

- Transferring sheet goods onto a structure, so long as the articulating crane is not used to hold, support or stabilize the material in a way that facilitates construction – such as holding the material in place while it is attached to the structure
- Transferring packaged goods onto a structure, so long as the articulating crane is not used to hold, support or stabilize the material in a way that facilitates construction – such as holding the material in place while it is attached to the structure

Continued....



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ACTIVITY SPECIFICALLY NOT EXEMPTED; THEREFORE, ACTIVITY COVERED BY THE RULE:

- Arranging materials on the ground in a particular sequence for further hoisting
- Holding, supporting or stabilizing material in a way that facilitates construction – such as holding the material in place while it is attached to the structure
- Transferring a prefabricated component onto a structure
- Transferring a structural steel member onto a structure
- Placing a HVAC unit in its location of final use

SPECIAL RULES FOR ARTICULATING/KNUCKLE BOOM CRANES USED TO DELIVER MATERIAL TO CONSTRUCTION SITES:

It is common for material to be delivered to and unloaded on a construction site using a truck on which is mounted an articulating/knuckle-boom crane. Such equipment is covered by the standard when used in construction work.

When such equipment delivers materials by placing them on the ground without arranging them in a particular sequence for hoisting, the activity is not considered construction work and is not covered under the standard. This exclusion applies regardless of the type of material being delivered.

However, when the delivery equipment is used to transfer the materials onto a structure, the activity is considered construction work. Nevertheless, the activity is excluded from the standard if **all** of the following conditions are met:

- The materials are sheet goods (such as sheet rock, plywood, or sheets of roofing shingles) or packaged goods (such as roofing shingles, bags of cement, or rolls of roofing felt).
- The equipment uses a fork/cradle at the end of the boom to deliver the materials.
- The equipment is not used to hold, support, or stabilize the material to facilitate a construction activity, such as holding material in place while it is attached to the structure.
- The equipment is equipped with a properly functioning automatic overload prevention device.

This exception, as noted, is limited to delivery of sheet goods and packaged goods.

It does **not** apply to delivery of prefabricated components or building sections, such as roof trusses and wall panels. It also does **not** apply to delivery of structural steel members or components of a systems-engineered metal building.

If you only place materials on the ground without arranging the materials in a particular order for hoisting, you are not engaged in construction work and have no duties under the standard. If you place materials onto the structure, you are engaged in construction work, and the standard applies to your work. However, if you deliver only building supply sheet goods or building supply packaged materials onto the structure and your articulating/knuckleboom truck crane is equipped with a properly functioning automatic overload prevention device, you have no further duties under the standard. Otherwise, you must comply with the entire standard when using the crane to place material onto the structure.

Last Updated December 5, 2011



Complying with the OSHA Crane Rule: Use of the Articulated Boom Crane for Delivering Material to the Construction Site

OPERATOR CHECK LIST

The use of the articulated boom crane for the delivery of material to the construction site may be excluded or exempted from the OSHA crane rule under these specific circumstances:

When placing or stacking material onto the ground, you should not arrange in a particular sequence for subsequent hoisting.

When transferring material onto a structure, **4 conditions must be met:**

- 1) The crane may only be equipped with a fork or cradle assembly
- 2) The crane must be equipped with a properly functioning automatic overload prevention device
- 3) The crane may only be used to transfer sheet goods or packaged materials
- 4) The crane may not be used to hold, support, or stabilize the material in a way that facilitates construction

Remember what may not be transferred to a structure as an exempted activity:

- 1) **prefabricated building elements**, such as roof trusses; however, you may place or stack these materials onto ground, so long as you do not arrange in a particular sequence for subsequent hoisting
- 2) **structural steel member or component of a systems-engineered metal building**; however, you may place or stack these materials onto ground, so long as you do not arrange in a particular sequence for subsequent hoisting
- 3) You may not place an **HVAC unit in its location of final use**

You must comply with the standard if you unload the material onto the structure.

You need not comply with the standard if you unload the material onto the ground without arranging the materials in a particular order for hoisting because that activity is not construction work.

Lumbermen's Association of Texas Regional Lunch

Wednesday, January 25

Round Rock, Texas!

Who: All Retail Lumber & Building Material Dealer Retailers from Central Texas.
LAT Members – bring a nonmember with you!
RSVP's REQUIRED by January 20 – email Craig@lat.org or call 512-472-1194.

When: 11:30 am to 1 pm ~ Wednesday, January 25, 2012

Where:

The Salt Lick

3350 E Palm Valley Blvd
Round Rock, TX 78665
Phone: 512-386-1044

<http://www.saltlickbbq.com/pages/Round-Rock.html>



Why: LAT holds regional luncheons throughout Texas and Louisiana to benefit retail lumber dealers, with business or legislative oriented speakers.

Take this opportunity to meet with your peers, enjoy a good lunch, visit with old friends, discuss common challenges, and hear experts in their field. **Our speaker will be John Meeks from McCoy's Building Supply. Mr. Meeks will talk about the future of the economy, specifically single home construction, multifamily housing, and remodeling markets, as well as take any questions you may have.**

Cost: **No cost to you.** Through sponsorships this is a free lunch for area retailers.

Thanks to the following companies for their sponsorships:

DW Distribution
ENAP, Inc.

www.dwdistribution.us

www.enap.com

Other than the above sponsors, only retail LBM Dealers are invited to attend this particular event.

RSVP's are required, no later than Friday, January 20.
Please email your attendee list to craig@lat.org or call 512-472-1194.

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PURCHASING POWER

ENAP brings the purchasing power of over 200 dealers with over 400 locations to the marketplace. Our long-standing relationships with over 250 vendors support dealers with pricing, terms, rebates, delivery and quality! In times of market movement and product constraints, ENAP leverages these relationships to ensure our dealers have a competitive position in our market.

EXPERTISE & SERVICE

As an extension of our dealers' capability, ENAP hires and trains professionals to watch the market, make purchasing recommendations and provide consulting expertise to our dealer owners and their buyers. ENAP service levels are second to none in the industry. Our traders and staff are proactive, responsive and seek accuracy and transparency in all transactions. ENAP is making investments in training and systems to remain the LBM cooperative who services its members best.

INDEPENDENCE & FLEXIBILITY

We recognize that each dealer competes differently in their market. Products, quality and inventory requirements vary from dealer to dealer, even within the same region! This may include the need for affiliation with a prominent hardware cooperative to complement the hardware services of the ENAP vendor community.

DEALER SATISFACTION

"Moynihan Lumber's association with ENAP has provided advantages in both product and price in areas ranging from lumber and panel goods to hardlines and millwork." *Jack Moynihan, Moynihan Lumber, MA*

"ENAP and their veteran staff members operate seamlessly as a direct extension of my own purchasing department, constantly working and striving towards gaining all competitive advantages possible in a difficult economic climate." *Cory Poulin, Poulin Lumber, VT*



To learn how ENAP can help you grow your business, call Tom Molloy at 800.456.4300 or email tmolloy@enap.com.

Save the date!

April 12-14, 2012



ANNUAL CONVENTION

at La Torretta Resort

on Lake Conroe, Montgomery, TX (North of Houston)



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ROI Seminar - *FREE*

for ALL *pre-registered* attendees

by F. Barry Lawrence, PhD, Industrial Distribution Program, TAMU

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Return On Investment –

Optimize Your Company's Profitability

Best practices have doubled profitability and tripled Return on Investment for many distributors.

Most best practice implementations fail due to the lack of a link to the firm's financial statements. This session examines the most significant best practices and demonstrates the process of linking best practice implementation to financial statements.

The process creates measurable goals that can be tracked to ensure a successful implementation. This session will demonstrate the top best practices and how to link them to profitability using real case examples.



is the Lumbermen's Association of Texas & Louisiana – Serving quality building material dealers since 1886.

See www.lat.org for updated convention information for both attendees & exhibitors or call us at 800-749-5862.



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Dividends are based on performance and are not guaranteed.

REACH LAT Showgoers Before the Show



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126th

ANNUAL CONVENTION

at La Torretta Resort



BPD *Building
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March Issue

(Texas & Louisiana)

Reach all dealers attending the 2012 LAT Convention by advertising in the Show Guide *and* reach hundreds more dealers by distributing your ad with the March issue of *BPD-Building Products Digest*.

As a bonus, not only will the Show Guide be distributed to all convention attendees April 12-14 in San Antonio, but it will also be mailed to approximately 900 dealers in Texas and Louisiana, along with *BPD's* March issue.

Your message reaches customers and prospects before, during and after the event.

Rates are affordable:

LAT SHOW GUIDE AD RATES	Full-Color	2-Color or B&W
	Regular	Regular
Back Cover (Full page)	\$1300	N/A
Inside Front Cover (Full page)	1250	1000
Inside Back Cover (Full page)	1095	875
Full Page	995	775
2/3	850	700
1/2 Island	750	600
1/2	650	550
1/3	550	450
1/4	500	400



Just call Alan Oakes or Chuck Casey at (949) 852-1990

Deadline: February 6, 2012

LAT 2012 CONVENTION SCHEDULE

1/5/2012

Make your hotel room reservations at La Torretta Resort BY MARCH 21.

Call 877-286-9590 and note LAT for these single / double room rates:

Tower rooms - \$169; 1 bedroom Golf Villas - \$159; 1 bedroom Lake Villas, \$189

All tower rooms are parlor suites with a king or two beds. \$20 extra per adult, per night, if more than 2 sharing a room. Tax not included in above rates. There are a limited number of villas - each golf / lake villa has two bedrooms if you wish to share the parlor suite with friends or business associates. These are based on availability so reserve early.

Wednesday, April 11

PRE CONVENTION "Welcome to East Texas" Lunch & Golf

hosted by LAT president Rufus Duncan and Brenda Elliott of Temple-Inland

FREE - EMAIL Barbara@lat.org before MARCH 21

Temple- Inland Mill Tour, lunch at Crown Colony Golf Club AND a complimentary round of golf at Crown Colony Golf Club in Lufkin.

Thursday, April 12

7 am - 6 pm

LAT REGISTRATION OPEN -
PICK UP YOUR PACKETS & TICKETS BY 6 pm!

8:30 am - 5:30 pm

East Texas Lumber Tour - **great employee education!**

Dress - long pants, sturdy shoes

- no sandals or open toes

See a logging site, lumber mills, & more -
lunch & transportation provided - departs from hotel

10 am - 6 pm

Exhibitor Setup in Americas Ballroom at La Torretta

11:30 am - 6 pm

Golfer's Lunch & LUMPAC Golf Tournament at La Torretta

Sponsored by Morton Lumber & Lumber Insurance Services **more sponsorships available!**

7 - 9 pm

BEACH PARTY!

Sponsored by Lumber Insurance Services **more sponsorships available!**

Enjoy a casual event on the sandy shores of Lake Conroe at La Torretta

Burgers & hotdogs, Sodas & Brews! And an outdoor Movie for the kids! Dress - beach casual!



Friday, April 13

7 am - 6 pm

LAT REGISTRATION OPEN

8 am - Noon

Exhibitor Setup continues

7:30 am - Noon

FREE Return On Investment Seminar for ALL Attendees

Dress - business casual

By F. Barry Lawrence, Ph.D., Program Director, Industrial Distribution Program

THANKS TO SPONSOR

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Optimizing Your Company's Profitability And ROI

Best practices have doubled profitability and tripled Return on Investment for many distributors. Most best practice implementations fail due to the lack of a link to the firm's financial statements. This session examines the most significant best practices and demonstrates the process of linking best practice implementation to financial statements. The process creates measurable goals that can be tracked to ensure a successful implementation. This session will demonstrate the top best practices and how to link them to profitability using real case examples.

Friday, continued

- Noon – 1:30 pm **LAT Annual Membership & Board of Directors Lunch Meeting**
Sponsored by Morton Lumber & Lumber Insurance Services **more sponsorships available!**
- 1:30 – 5:30 pm **EXHIBITS & LumPac Silent Auction OPEN (cash bar available)**
with Exhibitor Giveaways throughout the show!
- 6:30 – 9 pm **President's Gala** featuring Annual Awards *and* a SPECIAL RAFFLE to benefit LUMPAC
AND regional Texas Wines (to taste, drink & purchase) Dress – cocktail / coat & tie
Sponsored by Lumber Insurance Services &  **& Temple-Inland**
more sponsorships available!


Saturday, April 14



- 8 – 9 am **FREE BREAKFAST** served just outside the EXHIBITS **sponsorships available!**
-  
THANKS TO SPONSORS
- 8 – 11 am **EXHIBITS OPEN** *with Exhibitor Giveaways throughout the show!*
- 10 am **Silent Auction closes!**
Get your final bid in by 10 am and be prepared to take your items home with you.


While you're here, spend Saturday entertaining customers, clients, employees. Use this opportunity for that Employee Retreat or Customer Appreciation event.

Schedule spa services, shoot skeet or clay - play golf, enjoy the Aqua Park, go fishing or boating!

THANKS to SPONSORS as of 12/2011:

 **FREE ROI Seminar for ALL Attendees on Friday**

  **Thursday Golf Tourney
Friday Board Meeting,
And Saturday Breakfast with Exhibitors**

 **Friday Night Gala**
Lumber Insurance Services Thursday Golf Tourney, Beach Party, Friday Lunch & Gala

BPD *Building
Products Digest*

LAT's 2012

Convention Program Partner

About La Torretta Resort

Located on Lake Conroe at 600 La Torretta Boulevard, Montgomery, TX 77356, just off Highway

Make your hotel room reservations at La Torretta Resort BY MARCH 21.

Call 877-286-9590 and note LAT for these single / double room rates:

Tower rooms - \$169; 1 bedroom Golf Villas - \$159; 1 bedroom Lake Villas, \$189

All tower rooms are parlor suites with a king or two beds. \$20 extra per adult, per night, if more than 2 sharing a room. Tax not included in above rates. There are a limited number of villas - each golf / lake villa has two bedrooms if you wish to share the parlor suite with friends or business associates. These are based on availability so reserve early.

Tower suites have a separate living and bedroom area with oversized bathrooms. Specify king or two double beds.

Lake and Golf Villas each include two bedrooms with their own bathrooms – one king bed room and one room with two double beds, with a shared living & dining area between the bedrooms. Villas include patios with access to the golf course or a private pier on the lake (pending lake level). **Check-in time is 4 pm, check-out time is Noon.**

Important Dates / Deadlines

January 1, 2012 – Exhibitor final payment deadline

March 21, 2012 – Hotel Reservation deadline

March 21, 2012 – LAT Convention Registration & Golf deadline

March 31, 2012 – Refund Deadline (if you need to cancel convention registration - \$50 administrative fee applies)

Airport information

George Bush Intercontinental Airport (IAH) is the closest airport and 47 miles from La Torretta. Hobby Airport (HOU) is 67 miles from the resort. Both airports have car rental companies. La Torretta's parking fee is \$10 per day.

Dress is resort casual for all events, except the Friday evening Gala where dress is cocktail / coat & tie.

Exhibitor Client Entertainment Opportunities

Exhibitors have the option to book fishing, skeet, tennis, spa visits, winery tours for your key customers. Just let LAT staff know what you're interested in hosting, # of people and preferred time for your event. Times available on Thursday (for those not golfing in the annual LUMPAC GOLF TOURNEY) and Saturday afternoon after the exhibits close.

MORE TO DO

Montgomery and Conroe both have a number of antique shops and restaurants to explore – see websites at conroecvb.net and lakeconroe.com

MontgomeryTexas.com The City of Montgomery is one of the oldest cities in Texas and many consider it to be the birthplace of the Texas flag.

Wineries Around Montgomery

Most area wineries are open during the afternoons Thursday – Sunday, but call ahead to be sure they're not closed for a private event.

TexasStarWinery.com located at 29311 FM 149, Richards, TX 77873

Their specialty wines include the award winning Prickly Pear Cactus Wine and the ever popular Hibiscus Flower Wine. Phone 936.851.2400

Open Friday & Saturday 1-5 pm.

BernhardtWinery.com located at 9034 County Road 204, Plantersville, TX 77363

Features a variety of white and red wines. Phone 936.894.9829

Tasting Room / Tour Hours: **Tuesday – Friday, Noon – 5 pm**
Saturday, Noon – 6 pm / Sunday, 1 pm – 5 pm

CorkThisWinery.com located in downtown Montgomery at the intersection of Highway 149 on Highway 105 - 21123 Eva Street, Suite 100. This a boutique winery in downtown Montgomery specializes in custom made wines created from the highest quality red and white varietals. Phone 936.597.4030

Open **Wednesday & Thursday 11 AM – 6 PM**
Friday & Saturday 11 AM – 7 PM
Sunday 1 PM – 5 PM

RetreatHill.com offers tastings in downtown Montgomery - located in the old First State Bank Building, 14343 Liberty Street (Hwy. 149 about two blocks north of SH 105).

Phone 936.449.5285

Open during the Bluebonnet Wine & Cheese Trail – First THREE weekends in April - Saturday & Sunday 11 am to 6 pm

2012 LAT Exhibitors & Booth Numbers (as of 1/03/12)

BlueLinx #35

Capital Lumber #24

Cedar Supply #3

Collins Companies #59

Dixie Plywood and Lumber #18

Do It Best #40

ENAP #37

Gaiennie Lumber #29

HDW #62

Holland Southwest International #16

Huttig Building Products #1

Indiana Lumbermens Mutual Insurance # 61

Orgill #28

Pennsylvania Lumbermens

Mutual Insurance #32

Roy O. Martin Lumber #45

Simpson Door Company #60

Tomball Forest Products #39

Weyerhaeuser #5

Boise Cascade #12

Cedar Creek Texas #8

CertainTeed #34

Denver Southwest #38

DMSi Software #42

DW Distribution #2

Federated Insurance #58

GRK Fasteners #33

Hixson Lumber Sales #64

Huber Engineered Woods #63

Idaho Timber of Texas #27

Lumber Insurance Services #65

Pacific MDF Products #26

PrimeSource Building Products #7

Sherwood Lumber #57

Snively Forest Products #10

W.W. Cannon #21

Limited BOOTH SPACE still available for YOUR COMPANY to exhibit if yours is not listed here. Outdoor space available for large truck, forklift, hoists to exhibit! Contact Craig@lat.org for details.



LAT ATTENDEE REGISTRATION - 2012 Convention - Montgomery, TX – April 12-14

Pre-Registration for attendees only - DEADLINE March 21, 2012. EXHIBITORS - use form at www.lat.org

ATTENDEE REGISTRATION FORM

Name: _____ Spouse/Guest: _____
 Children: _____ / _____ / _____
 Company: _____ Address: _____
 City: _____ State: _____ Zip: _____ Email: _____ Phone: _____ Fax: _____

REGISTRATION FEE for DEALERS, spouses/guests, children

Includes admittance to Exhibit Hall & FREE ROI SEMINAR – sign up for other events separately below

Form received on or before March 21.....	\$10 per person.....	x _____ =	\$ _____
Form received after March 21	\$25 per person.....	x _____ =	\$ _____
<i># of registrants</i>			

REGISTRATION FEE for non-exhibiting ASSOCIATES

LAT 2012 MEMBER	\$250 per person.....	x _____ =	\$ _____
NON MEMBER	\$900 per person.....	x _____ =	\$ _____
<i># of registrants</i>			

SAVE! Buy 1 booth space and bring 3-4 people – see exhibit form for details

EVENT pre-registration FEES: *save by registering early - onsite fees will be higher!*

Wednesday, April 11 Lunch & Golf in East Texas – Lufkin – FREE if you email Barbara@lat.org before March 21

Thursday, April 12 *Golfers - Register on separate LUMPAC GOLF form*

8:30 am – 5:30 pm East Texas Lumber Tour (includes lunch & transportation).....	\$ 85 per person.....	x _____ =	\$ _____
7 – 9 pm Welcome Beach Party – casual, bring the family	\$ 65 per adult.....	x _____ =	\$ _____
.....ages 12 & under.....	\$ 30 per child.....	x _____ =	\$ _____
<i># of registrants</i>			

Friday April 13

7:30 am – Noon FREE ROI Seminar for all PRE-REGISTERED attendees – note # of attendees.....	x _____ =		FREE !
<i># of registrants</i>			
Noon – 1:30 pm LAT Annual Membership & Board of Directors Lunch Meeting.....	\$ 45 per person.....	x _____ =	\$ _____
<i># of registrants</i>			
6:30 - 9 pm Friday Evening President’s GALA & Awards presentations.....	\$ 75 per person.....	x _____ =	\$ _____
<i># of registrants</i>			

TOTAL AMOUNT DUE..... \$ _____

PAYMENT OPTIONS Check enclosed Visa MasterCard Amex

Card # _____ Exp. Date _____ Security Code _____ Name on card _____

Signature: _____ Billing Address of Card w/ Zip Code _____

No refunds after March 31, 2012. Refunds requested before 3/31/12 subject to \$50 administrative fee.

Fax – 512-472-7378 or mail to LAT ~ 1016 La Posada Drive Ste 150. ~ Austin, TX 78752 ~ 512-472-1194

**Make your hotel room reservations at La Torretta Resort BY MARCH 21 –
Call 877-286-9590 and note LAT for single / double Tower suite rates: \$169**

2012 LUMPAC Golf Tournament

La Torretta Resort Golf Course

Thursday, April 12, 2012 - \$145 per person

Includes \$20 Mulligan and Box Lunch

at the club - 11:45 am – 12:45 pm

On the links from 1 pm – 5 pm

March 21, 2012 Deadline - Limited Space Available



Name: _____

Company: _____

Must be a LAT member company - 2012 dues paid

Home Address _____

City, State, Zip: _____

Provide Fax or email for confirmation _____

Email _____

Home address required to process registrations. It is for political action committee reporting and will not be used for any other purpose.

List team members you'd like to play with:

Name _____

Name _____

Name _____

Name _____

NO CORPORATE FUNDS!

Only payable by personal check or credit card! Make checks payable to LUMPAC.

PAYMENT OPTIONS: Check enclosed Check # _____

Charge \$ _____ to: Visa Master Card AMEX

Card #: _____ Exp: _____

Name on card: _____ Security Code: _____

Signature: _____

Card Billing Address w/ Zip: _____

Located at the convention property, golf at La Torretta Resort & Spa offers a fun and relaxing resort golf experience – without having to rush back to the convention headquarters.

Completely renovated in 2007, La Torretta Lake Resort & Spa offers a memorable golf experience that is created by a design that manipulates all of the critical Texas golf course elements to create 18 unique holes that meld into one harmonious collage.

**La Torretta Resort is located at
600 La Torretta Boulevard
Montgomery, TX 77356
936-448-4400**

Please go to
<http://www.latorrettalakeresort.com>
For directions

Fax form to 512-472-7378 or mail to

**LUMPAC
1016 La Posada Drive Suite 150
Austin, TX 78752**

Questions? Call or email Craig
craig@lat.org/512-472-1194

No refunds after March 21, 2012

CALL FOR NOMINATIONS!

LAT 52nd Annual

Texas Lumber Dealer of the YEAR Award

AND Louisiana Ned Ball Award

These awards will be presented to two LAT members – one from Texas *and* one from Louisiana – at the 2012 – 126th annual - convention at La Torretta in Montgomery, TX – April 12-14, 2012.

It is a dealer member’s most prestigious honor to be nominated by his or her peers for this LAT award.

The award is based on:

- dedication & service to LAT and the betterment of the industry, and
- service to customers, and
- participation in civic and community affairs and
- developing fraternity among retail Lumber dealers

Past recipients of this award are listed on the reverse side of this form.

Nominations must be received in the LAT office by February 1, 2012!

The LAT Lumber Dealer of the YEAR and the LBMDA Ned Ball Awardee will be recognized in LAT communications, and **honored at the 2012 LAT convention this April in Montgomery, Texas.**

Complete ALL lines below, detach and return to LAT – fax, mail or email **before February 1, 2012.**

✂-----



**I nominate _____ for the 2011-12
(LAT dealer member’s name)**

_____ Texas Lumber Dealer of the YEAR / _____ Louisiana Ned Ball Award.

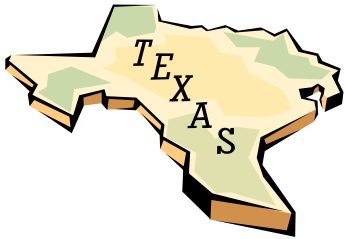
Nominee’s Company Name & City: _____

BECAUSE...

Signed: _____

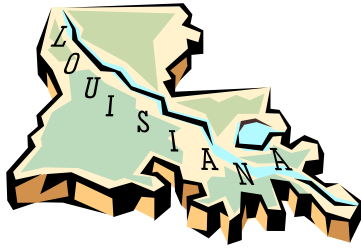
Return to LAT by February 1, 2012

Mail to LAT – 1016 La Posada Dr., Suite 150, Austin, TX 78752 or FAX to 512-472-7378



Past Recipients of the LAT Texas LUMBERMAN of the YEAR Award

Melvin Faircloth	2011		
John Jones	2010		
Cally Fromme	2009		
Brian McCoy	2008		
Marilyn Archer	2007		
Roy Deering	2006		
Don DeGroot	2005	Emmett McCoy	1990
Ray Sale	2004	V.N. "Nicky" Hearn	1989
Lonnie Goolsby	2003	Ray Nunn	1988
Bob Burns	2002	T.A. Howell	1987
Debbie Burns	2001	Bill Butler	1986
Cassity Jones	2000	Dean Leaman	1985
Bill Robinson	1999	Dan Coleman	1984
Bob McCarley	1998	Leo Adams	1983
Donald Smith, Sr.	1997	J.C. Galbraith	1982
A. George Natsis, III	1996	E.L. Lewis	1981
Dick Ledermann	1995	Leon Bartlett	1980
Bill McBride	1994	Kerry Merritt	1979
Walter Foxworth	1993	Ross Kimmel	1978
Herb Eberhard	1992	Tom Yager	1977
Ike Epstein	1991	Jack Foxworth	1976
		Gerald Mann	1975
		Henry Herder	1974
		John Simmons	1973
		Cosmo Guido	1972
		Raymond Dear	1971
		J.B. Woodington	1970
		S.S. Forrest, Jr.	1969
		Weldon Walker	1968
		Marvin Mikeska	1967
		Dave Tupman	1966
		Richard Jones	1965
		Sampson Wiener	1964
		G.B. Leaman	1963
		Rex McElroy	1962
		Charles Schulze	1961

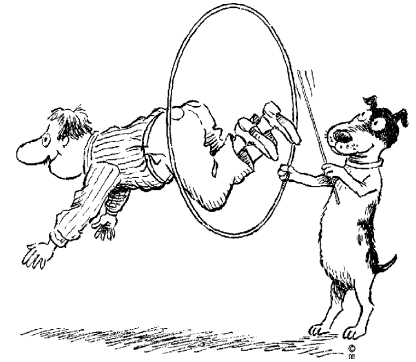


Past Recipients of the Louisiana "Ned Ball Award"

Michael Hayden	2007	Wallace Poole	1993	Shelby Hill	1981
Alan Martin	2006	Jerry Buller	1992	Leland Gauthier	1980
Frank Fazio	2005	Dudley Webre, Sr	1991	L.G. Morgan	1979
Robert Vice	2001	Jon Cromwell	1990	Katherine Ball	1978
Joe Elder, Jr	2000	A. J. Harris	1989	Leonard Stone	1977
Frank Fazio	1999	Trey LeBlanc	1988	Norman Marchal	1976
Chester Morrison	1998	Don Clanton	1987	Hubert Walker	1975
Jerry Smith	1997	Grover Adkins	1986	Simon Davidson	1974
Steve Ashy	1996	Harry Gabriel	1985	John Spreafico	1973
Fred Mills	1995	Jeb Ransone	1984	Robert Hamilton	1972
George Kellett	1994	Ralph Norman	1983	Harry Balcolm	1971
		Doug Ashy, Sr.	1982		

LAT – 23rd Annual CALL FOR NOMINATIONS

for the Associate Member Representative of the Year.



LAT Associate Members provide the necessary products and services to retail businesses. **Nominations** from the LAT membership are requested now for the **Associate Member Representative of the Year**. If you have been served by an exceptional representative – in SALES or SERVICE - from **LAT's 2011 Associate Members**, let us know through this nomination! The recipient will be recognized in LAT communications and throughout the **2012 LAT convention**, April 12-14, at **La Torretta in Montgomery, TX** when the awards will be presented.

Former LAT Award Recipients -

Bruce Agness	ILM
Frank Aranza	Dow Chemical
Bill Dohm	TWBMI
Buck Buchanan	Georgia-Pacific
Al Cron	Boise
Bobby Crowley	Richardson Timbers
Steve Dean	Dean Lumber Company
Brenda Elliott	Temple-Inland Forest Products
Betty Evans	DW Distribution
JoAnn Gillebaard	Holland SW International
Ed Gray	PrimeSource
Robert Harrison	ILM
Ed Kennedy	Weyerhaeuser
Kory Klein	Cedar Creek
Craig Lott	TWBMI
George Peevey	Burly Corp
Vernon Potter	DW Distribution
Drew Sanders	TXI
Pete Smart	Temple-Inland
Eddie Stafford	ILM
Gary Weaver	TimberTech

Former Louisiana Supplier Recipients -

David Bondy	LUBA
Bobby Byrd	Roy O. Martin
George Brown	Easy Crete, Inc.
Lamar Buffington	Buffington Corp.
Charlie Ceruti	Weyerhaeuser Company
Jon Cromwell	Jon Cromwell Insurance
Joe Elder, Jr.	Elder Wood Preserving
Jim Elder	Gaiennie Lumber Co.
Carl Frusha	Buffington Corp.
Mike Higginbotham	Elco Forest Products
Mike Jensen	Weyerhaeuser
Paul Murphy	Georgia Pacific Corp.
Jeb Ransone	J.E.B. Ransone Lumber Co.
Chuck Weckwerth	Do-It-Best Corp.
Alan Wiggins	Martin Distributors

Complete ALL lines below, detach and mail to LAT by February 1, 2012.

✂-----

I nominate _____ for the

_____ LAT TEXAS Associate Member Rep. of the Year / _____ LAT LOUISIANA Supplier of the Year.

Nominee's Company Name & City: _____

BECAUSE: _____

Signed: _____



Nominations must be received in the LAT office by February 1, 2012!

LAT 2011 Associate Members *as of June, 2011*

Activant Solutions

Alamo Forest Products
Allied Building Stores
American Gypsum
Azek Building Products

BlueLinx Corporation

Boise Cascade
Boozer Laminated Beam
Buckeye Pacific

Capital Lumber Company

Cedar Creek Texas
Cedar Supply
CertainTeed
CLW
CMC Steel Texas
Collins Companies
Contractors Paving Supply

D & I Wood Products

Deltic Timber
Denver Southwest
The Detering Company
Dixie Plywood & Lumber
DMSI
Do It Best Corp.
Dupont Tyvek / Weatherization
Partners
DW Distribution

ECMD

ENAP

Federated Insurance

Gaiennie Lumber

GRK Fasteners
Guardian Building Products

Handy Hardware Wholesale

HDW
Henna Chevrolet
Hixson Lumber Sales
Holland Southwest Intl
Hoover Treated Wood Products
Huber Engineered Woods
Huttig Building Products

ILevel by Weyerhaeuser

Indiana Lumbermens Mutual
Insurance

Island Cypress

JEB Ransone Lumber
Jon A. Cromwell Insurance

Lee Roy Jordan Lumber
Lumber Insurance Services
Lumbermen's Merchandising Corp.

Metroplex Cabinets
Moulding and Millwork, Inc.
Mountain View Reload

National Nail
Norbord Industries

Orgill

PAL Fleet Truck Equipment
Pennsylvania Lumbermens
Mutual Insurance
Piney Forest Products
PrimeSource
Progressive Solutions

Quikrete - Midland

Richardson Timbers
RMAX
Roberts International
Roy O. Martin Lumber

Sierra Pacific Industries
Snaveley Forest Products
SPRUCE Computer Systems
Spyder Forklift (Web-Lift)
Steves & Sons
Swanson Group

Tamko Roofing

Tamlyn
Tapper Lumber Sales
Temple-Inland
Texas Industries
Textruss Component Bldg.
Timber Tech Texas
Tomball Forest Products


WW Cannon
Web-Lift – Spyder
Winco Intl
Wood Protection LP



Convention Program Partner

2012 Calendar

January

- 11 Residential Energy Code Update Workshop – Sherman, TX - 1-4 pm, Texoma Council of Govs Eisenhower Room
- 12 Residential Energy Code Update Workshop – Texarkana, TX - 1-4 pm, Texarkana Building Inspections Department
- 19 Residential Energy Code Update Workshop – Abilene, TX - 1-4 pm, Big Country HBA
- 20 Residential Energy Code Update Workshop – Wichita Falls, TX - 1-4 pm, North Texas HBA
- 25  **Central Texas Regional Lunch – at the Salt Lick BBQ, Round Rock, TX**
"Survive to Thrive" featuring John Meeks, Senior VP of Corporate Development for the McCoy Corporation
Thanks to sponsors as of 12/2011 - DW Distribution and ENAP
FREE for all retail LBM dealers – RSVP by January 20 to craig@lat.org

February

- 8-11 Intl Builders Show - Orlando, FL

March

- 2-4 HDW Spring Market
- 5-7  Legislative Conference – Washington, DC
- 12 Louisiana Legislature convenes at noon on Monday, March 12 (through June 4)
- 21  **126th annual Convention pre-registration & La Torretta hotel deadline!**
- 24 Louisiana primary elections

April

- 3 Texas primary elections
- 12-14  **126th annual Convention -La Torretta Resort in Montgomery, TX**

October

- Mid- TBD  Fall Board & Committee meetings - Austin
- 24-26  Pro-Dealer Conference – Georgia



Lumbermen's Association of Texas & Louisiana - 1016 La Posada Drive, Suite 150 Austin, Texas 78752

To receive our weekly email updates, send your email address to craig@lat.org / www.lat.org / phone 512-472-1194