



Lumbermen's Association of Texas & Louisiana  
Serving Dealers. Supporting Builders. Since 1886.

## **Our Mission**

To create unity, strength and a spirit of cooperation among building material suppliers to advance the industry and better serve our customers.

## **Our Values**

As we honor our proud past and unique culture, we value integrity, commitment, professionalism and innovation to better serve our industry and community.

## **Join us in our work for the industry.**

For 125 years, Leaders in our industry have utilized LAT to better serve our customers. With the fast-paced changes we have been through and the uncertain times we face, more than ever, LAT is the source for independent dealers, associates, and industry experts to plan for the future. Be it local, state, or national level, LAT is the Voice of the Independent Lumber Dealer. Join with us to "build" the next century.

Rufus Duncan, 2011-2012 LAT President





## Our Members

**LAT has over 140 Dealer members with 340 plus locations and over 100 Associate members from our vendor communities. Take a look at our network of dealers:**

Abrameit Bldg. & Supply  
AL&M Do-it-Best Building Supply  
Alamo Lumber Co.  
All-Service Window & Door Co.  
Anchor Lumber Yard, Inc.  
Anderle Lumber Co., Inc.  
Apple Lumber  
Architectural Carpentry Materials, Inc.  
Auldridge Bldg. Center, Inc.  
Baca Bldg. Center, Inc.  
Barnes & McCullough Lumber Co.  
Barney Robinson Hardwoods & Lumber Co., Inc.  
Baylor Lumber & Bldg. Co.  
Big Z Lumber Co.  
BMC  
Bob Barta Lumber Co.  
Bohn's Bldg. Materials, Inc.  
Braundera Yard & Hardware, Inc.  
Bridgeport Bldg. Center, Inc.  
Builders & Homeowners Supply  
Builders First Source  
Buttery Company, LLP  
Cade Building Materials  
Callaway Lumber Co.  
Campbell Lumber Co., Inc.  
Cassity Jones Lumber & Hardware  
Central Lumber & Supply Co., Inc.  
Circle Hardware & Lumber Co.  
City Lumber & Wholesale, Inc.  
City Lumber Co.  
Clark's Hardwood Lumber Co.  
Cobb-Holman Lumber Co., Inc.  
Community Lumber Co.  
Covington Lumber Co.  
Cresson Transmodal Distribution  
Custom Bilt Cabinets & Supply  
Dash Lumber  
Deer Park Lumber Co.  
Deford Lumber Co., Ltd.  
Devine Lumber Co., Inc.  
Doug Ashy Building Materials, Inc.  
Dr. Ike's Home Center  
East Texas Lumber Co.

Eberhard Lumber Co., Inc.  
Ed Harris Lumber Co.  
El Clavo Lumber  
Elray Kocke Service, Inc.  
Erick's Lumber, Inc.  
Farmers Lumber Co., Inc.  
Fine Lumber  
Forest Hill Lumber Co., Inc.  
Fort Worth Lumber Co.  
Fowler Lumber Co., Inc.  
Foxworth-Galbraith Lumber Co.  
Framing Square Lumber Co., Inc.  
Galveston Wholesale Bldg. Materials, Inc.  
Gilmer Lumber Co., Inc.  
Gloor Hardware & Specialty Lumber, Inc.  
Goins Lumber Co., Inc.  
Gross-Yowell  
Guadalupe Lumber & Supply Co.  
Gulf Coast Houston LTD  
H.T.W. Lumber Co., Inc.  
Hall's Lumber, Inc.  
Harris Lumber & Hardware, Inc.  
Harry's Building Materials, Inc.  
HBC-Higginbotham Holdings  
Heights Lumber & Supply, Inc.  
Hoffman Lumber Co.  
Home Lumber Co. Austin  
Home Lumber Co. Copperas Cove  
Hoover Bldg. Supply, Inc.  
Houston Hardwoods, Inc.  
Ideal Lumber Co.  
Independent Door Co., Inc.  
John E. Quarles Co.  
Kilgore's Clear Lake Lumber  
Kiper Hardware & Lumber  
Lake Lumber Co., Inc.  
Landry Lumber & Supply Co., Inc.  
Lanehart Cabinet Co., Inc.  
Lengefeld Lumber Co.  
Lodge Lumber Co., Inc.  
Lucas Cedar Inc.  
Lumber Products, Inc.  
Maddux Bldg. Materials, Inc.  
Main Street Lumber Co.  
Many Lumber Co.

Martin Lumber Co., Inc.  
Matt's Cash & Carry  
McCoy's Building Supply  
McDonnell Bldg. Materials Co., Inc.  
McKee Lumber Co.  
Montalbano Lumber  
Morton Lumber Co.  
Norman Building Materials, Inc.  
Noser Lumber Co.  
Olsen & Guerra Lumber Co.  
Olshan Lumber Co.  
Orange County Bldg. Materials, Inc.  
Paris Lumber & Bldg. Center  
Pawlik's Supply Co., Inc.  
Pearland Lumber Co., Inc.  
Poole Lumber Co.  
Potetz Home Center  
R.E. Sweeney Co., Inc.  
Red Barn Builders Supply, Inc.  
Redwoods, Inc.  
Ritter Lumber Company  
Riverside Lumber Co.  
Rockdale Bldg. Materials Center  
Roy V. Dean Lumber Co., Inc.  
Savoie Lumber & Hardware  
Shamburger & Graham Bldg. Centers, Inc.  
Slone Lumber Co., Inc.  
Stahlman Lumber Co.  
Stock/Bison  
Sumner-Colley Lumber Co.  
T.J. Moore Lumber Yard  
Teague Lumber Co.  
Teche Lumber & Building Supply Inc.  
Thomas Supply, Inc.  
Tri Lumber & Hardware Co., Inc.  
Triple A Lumber  
Turner Forest Industries  
Tuttle Lumber Co.  
Vetter Lumber Co.  
Vick Lumber Co.  
Wayne Brown, Inc. Dbw WB Farm & Ranch Supply  
West End Lumber Co., Inc.  
Wilson & Riggan Lumber & Bldg. Headquarters  
Woodson Lumber Company  
Zarsky Lumber Co., Inc.



## What we do.

2011/2012 Summary of Activities

### **Have you been the victim of building material theft?**

LAT is tracking shingle, vehicle, and other building material thefts across Texas and beyond. Over millions of dollars in products have been stolen from building material dealers the past two years. We have coordinated our efforts with law enforcement, membership, and other groups to reduce the thefts and to shut down these thieves. LAT Member cooperation has led to arrests in some cases. A LAT Crime Stoppers program was also created.

### **Do you file liens in Texas?**

LAT successfully led the charge to pass HB 669 in the Texas Legislature. This bill allows for liens filed with technical or typographical errors to be corrected and re-filed. Previous to this change, these errors made a lien fraudulent – it was dismissed and the filer subject to a \$10,000 fine or more. Liens were an issue again in 2011 in Texas and Louisiana. LAT will again take the lead in protecting businesses in Texas and Louisiana.

### **Did you sell building products after Ike?**

LAT helped to stop legislation that would have fixed or controlled dealer and distributor prices on commodities in the wake of natural disasters for an unspecified amount of time.

### **Do you sell drywall in Louisiana?**

LAT helped stop legislation that would have made dealers liable in cases against faulty drywall and other building materials.

### **Do you want more business in 2012?**

LAT is providing webinars, seminars, and preparing for our 2012 Convention to help you be more efficient and gain more business. We redesigned our website to make communication with you easier. Check out [www.lat.org](http://www.lat.org) for more information.

### **Do you want up-to-date industry information?**

LAT communicates breaking news from the industry to its members via email, fax, and mail. This is information you need to know.



**See what you think of us.**

Attend any of our upcoming events and see what you think of our organization and our membership.

**December 2, 2011 – Louisiana Gathering / Dinner at Tommy's in NOLA. RSVP by 11/17/2011 – attendees will be invoiced after the event.**

**April 12-14, 2012**



## **ANNUAL CONVENTION**

**at La Torretta Resort  
on Lake Conroe  
Montgomery, TX (North of Houston)**



**RECHARGE** yourself & your employees  
**RESTORE** business connections  
**RENEW** friendships

**Return On Investment Seminar - *FREE* for ALL Attendees**

**By F. Barry Lawrence, PhD, Industrial Distribution Program, TAMU**

**Sponsored by HBC**



### **Optimize 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.

Check out [www.lat.org/calendar-of-events](http://www.lat.org/calendar-of-events) for more information and the most current events list.



## Help us do more.

2012 Dealer Dues

Dues from our dealer and associate members fund our initiatives and keep our industry strong. Help us do more.

Dealer dues are determined by gross annual sales. LAT relies on the honor system and dues include membership in the National Lumber and Building Material Dealers Association (NLBMDA). Visit [www.dealer.org](http://www.dealer.org) for more information about our national association.

<b>Company's Gross Sales</b>	<b>Dues</b>	<b>Maximum number of locations listed</b>
\$0-1 million	\$365	1
\$1,000,001 – 3 million	\$705	3
\$3,000,001 – 5 million	\$960	4
\$5,000,001 – 10 million	\$1185	5
\$10,000,001 – 15 million	\$1435	6
\$15,000,001 – 20 million	\$1705	8
\$20,000,001 – 30 million	\$2225	12
\$20,000,001 – 50 million	\$2835	15
Above \$50 million	\$5085	50

To list additional locations above the maximum, submit \$50 per location.

Dues payments to LAT are not deductible as charitable contributions for Federal income tax purposes. 89% of your dues is deductible as an ordinary and necessary expense due to legislative representation LAT performs on your behalf.

Key Contact: \_\_\_\_\_ Title: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Website: \_\_\_\_\_

Email: \_\_\_\_\_

Please provide the above contact information for all additional locations on a separate page.

Credit card to be charged: MC Visa AMEX Discover for \$ \_\_\_\_\_

Card number: \_\_\_\_\_ Expiration: \_\_\_\_\_ Security code: \_\_\_\_\_

Name on card: \_\_\_\_\_ Signature: \_\_\_\_\_

Billing address: \_\_\_\_\_

Checks made payable to LAT are preferred.