



Is wet and rainy weather holding up your painting? No worries with James Hardie® ColorPlus® siding.

How many times have you had to wait for decent weather in order to complete exterior painting before collecting final payment and getting off the job? How many times have you gone ahead with exterior painting anyway in conditions other than those recommended by the manufacturer and hoped that a challenge didn't pop up later?

James Hardie siding with ColorPlus technology makes it possible for you to put a great looking product on the house AND maintain your production schedule. Next time you have a remodel project where non-wood siding is an

option, consider James Hardie ColorPlus siding. ColorPlus is available in 20 factory-finish colors, does not require caulking at the butt joints and also offers matching touch up kits and caulking.

James Hardie siding with ColorPlus technology provides you with a 15 year warranty on both paint AND labor. Don't let our Northwest weather slow down your projects. Contact your Dunn® Lumber salesperson and find out how they can help make James Hardie Colorplus siding part of your product offering. ■



Economic hard times; gutting them out together

We can all agree that the economic challenges we are experiencing right now are unprecedented by anything we've seen in our lifetimes. Many of us know of friends or family that have been severely impacted, or have had their 'cheese moved' significantly. Other than car dealerships, the building and remodeling industry in our area has to be one of the hardest hit.

Everywhere one turns you see an article sharing tips on how to get through these times. Since most businesses implemented many of these measures at the first sign of things slowing down, we won't take the time to re-hash the list.

But while such well-intended tips are great, they only go so far to actually stop the bleeding. For many it has come down to reducing expenses, and in many cases, way beyond what anyone could have imagined just a year ago. Cost-cutting comes with pain, heartache, frustration and tears since for most businesses the only way to strike a balance is through reductions in personnel. These are gut-wrenching decisions since we understand the consequences all too well.

Like all of you, we would love to wave a magic wand and return to the business-friendly climate we experienced over the past several years. We all know that isn't possible, but we are committed to marching forward and fighting what we consider to be 'the good fight'. As he addresses new employees, Tom Dunn eloquently expresses what a

great industry we are part of: that of helping people build, repair, and maintain their homes. Besides representing a place to offer shelter from the weather, our homes hold wonderful family gatherings and create memories that will last for generations.

Our industry is comprised of honest, talented, hard working and generous people. Our industry is blessed with talent and skills that allow us to provide help to those who cannot help themselves. We replace rotten floors, make critical plumbing and electrical repairs, and volunteer our time to build ramps for the disabled. Dunn Lumber is very proud to be associated with all of you. We remain committed to doing our dead level best to share new product information and provide value to our customers wherever we can.

Upcoming events

Local Financial Markets *panel discussion*, Bellevue, April 14, 2009, sessions available at 3p.m. & 5:30p.m.

Deck Math *clinic w/ Bob Heidenreich*, Bellevue, April 17, 2009, sessions available at 9 a.m. & 1:30 p.m.

James Hardie ColorPlus *install clinic*, Bellevue, date and time TBD

Katz Roadshow *event w/ Mike Sloggatt*, Bellevue, August 12, 2009, all day event with breakfast at 7:30 a.m.

Sign up via email to lukep@dunnlumber.com ■



Weatherproof your home with M-D products and save on energy costs

Since 1920, M-D Building Products has been inventing, developing and manufacturing quality products for building, decorating and weatherproofing. Preventing drafts makes your home more comfortable in the winter. Sealing can save up to 20% on your heating and cooling bills all year long.

As the industry leader in weatherproofing technology, M-D continues the tradition of innovation that created the Company more than eighty years ago. They are constantly seeking new and improved ways of protecting your investment as well as new methods of providing significant energy savings.

Dunn Lumber understands the value that M-D products

can provide our customers, and accordingly carries a wide assortment to choose from. Below are just some of the fine M-D products available at Dunn Lumber:

- UL and fire-rated items
- ADA commercial grade thresholds
- Satin nickel color available
- ENERGY STAR weatherstripping
- Full line of metal and oak transition strips for flooring

Visit your local Dunn location and check out the full selection of M-D window and door weatherproofing products. Take the time to invest in your home and start saving energy today. ■



M-D Building Products

Seal Air Leaks to Save Energy!

- Prevent drafts and make your home more comfortable
- Seal around your home and save money year 'round

Save up to 20%
on heating and cooling bills*
by weatherproofing
your home



* Reducing air leaks and adding insulation to a home, using the ENERGY STAR® Home Sealing Guidelines, can help save up to 20% on heating and cooling bills. Source: Department of Energy.

Learn more at www.energystar.gov

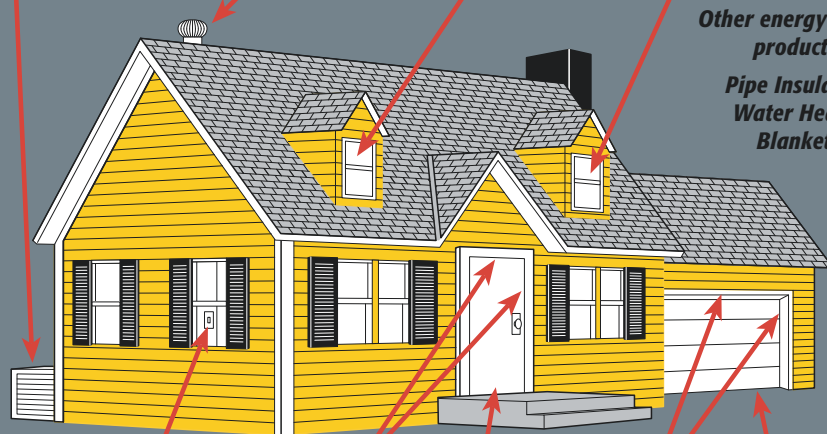
Air Conditioner
Weatherstrip
& Covers

Turbine Vent
Covers

Shrink-N-Seal
Window
Insulation Kits

All-Climate Door
& Window
Weatherstrip

Other energy-saving
products:
Pipe Insulation
Water Heater
Blankets



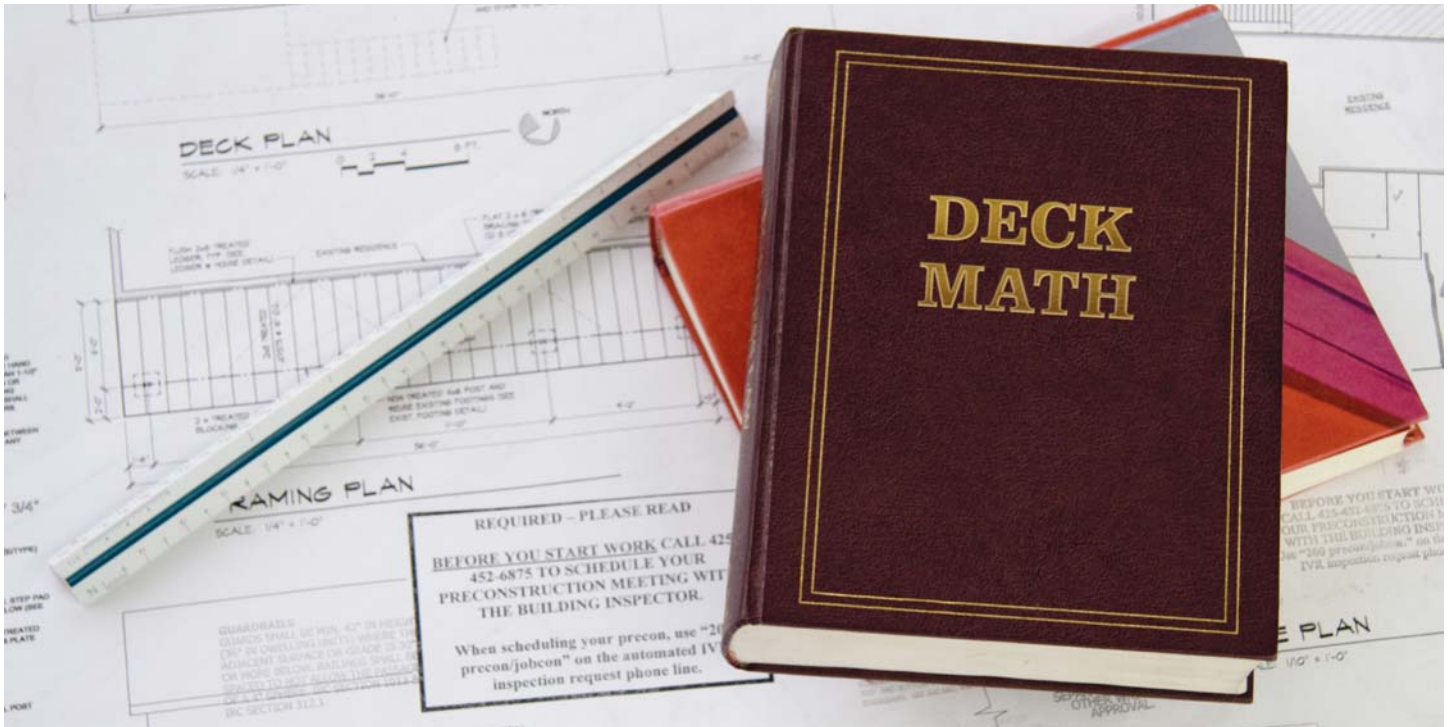
Outlet & Switch
Plate Covers

Door Jamb
Weatherstrip &
Foam Tape

Door Sweeps
& Thresholds

Garage Door
Top & Side
Weatherstrip

Garage Door
Bottom



“Deck Math” – Would You Get a Passing Grade?

Dunn brings Bob Heidenreich to town for a Deck Math clinic

Most of us have heard that “experience is the best teacher”. That rule has been further refined to state that learning from “other people’s experience (both good and bad) is the best teacher”.

Many of us in the construction and remodeling industry can relate to this when we think back about the evolution of the contract we currently use for sales to clients. If you have been in business for any length of time, your job contract has probably been modified—typically after a client finds a way to take advantage of you when something wasn’t clearly spelled out. These situations are never fun, and usually get chalked up to “experience”.

In the spirit of sharing knowledge from others’ experience, Dunn Lumber Co.® is pleased to bring Bob Heidenreich to town. Bob is the owner of The Deck Store and The Deck & Door Company, both based in Apple Valley, Minnesota. Bob will be doing a presentation for Dunn Lumber’s customers on the topic of Deck Math.

In addition to sharing his experience using many of the latest products, he will offer ways for you to put

together a system that closely estimates your true costs to help you to sign the job on the first visit. Bob will also provide many time-saving tips and add-on sales ideas that he has developed over his 30 year career.

Join us on Friday, April 17th in Bellevue at either 9 a.m. or 1:30 p.m. as Bob will show you how to make your next deck project more efficient and profitable. ■

Deck Math Clinic Registration

Dunn Lumber in Bellevue, Friday, April 17 at 9:00 a.m. or 1:30 p.m.

Company name: _____

Attendee names: _____

Contact phone: _____ Morning or afternoon? _____

Email: _____

Mail this form to: Dunn Lumber Company
Sales & Marketing
P.O. Box 45550
Seattle, WA 98145-0550

You may also register by email to lukep@dunnlumber.com. Please register by Wednesday, April 15, 2009, as space is limited.