

LBM JOURNAL®

PROFIT-BUILDING STRATEGIES FOR LUMBER/BUILDING MATERIAL PROS

LBMJOURNAL.COM

OCTOBER 2008 \$5 U.S. / \$7 CANADA

LBM JOURNAL EXCLUSIVE: SPECIAL RESEARCH REPORT

WHAT DECK BUILD REALLY

DECKING IS ONE
BUILDING MARKET
YOU NEED TO GET
COMPETITIVE CA

IN DEPTH: RO
The key to success
market isn't price
TOUGH CALL
YOU'RE THE
Time for a leadership change
Lumber. Who would you choose?

BUZZ

NUMBERS, NEWS AND NOISE

Builder Confidence Holds
Steady in August

Sales Expected to Rise

Upgrades

INDUSTRY

Versatex Trimboards has moved into its new 60,000 square foot manufacturing plant in Aliquippa, Pa.

The Housing and Economic Recovery Act of 2008, implemented several critical changes to the housing finance system. The act provided aid to troubled homeowners facing foreclosure, and created a temporary tax credit for first-time home buyers to meet certain income requirements. NAHB has developed a Web site (federalhousingtaxcredit.com) to provide information about the tax credit and answer common questions about it. The index of three of the HMI's composites posted gains in August, including a one-point rise in the index gaug-

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Upgrades

INDUSTRY

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Reid & Wright, Inc. Celebrates two milestones: the company's 50th anniversary, and chairman's retirement. Reid & Wright is a member of SFI.

New
2.4%