



# The Tri-State Chatter



## Economic News

U.S. Exports reached their highest levels in over two years. Sales of American made machinery, farm products and autos fueled the growth. Hopefully this will boost our overall economic growth. However, unemployment statistics are still high and it may be some time before companies decide to expand their work force and take on the added expense.

Unfortunately, housing may be the slowest to recover out of all the economic sectors when you consider the number of existing foreclosures, unemployment rate, and the banks mortgage loan requirements. On the positive side interests rates remain historically low for the first time home buyers or the homeowners who are fortunate enough to sell their existing property. There is certainly a lot of inventory left in our Midwest market therefore it may be several years before we see a significant improvement in housing starts.

Lumberyards must diversify their product lines to create new opportunities in the renovation side of the business unless they are fortunate enough to sell to the few home builders that are left in our market or aggressive enough to seek out larger projects.

### Product Spotlight

#### **Trusscore** PVC interlocking Wall and Ceiling Liner Panel

Easy Installation/ Low Maintenance/Durable/ meets CFIA and FDA Requirements  
Common applications— Dairy hog and poultry farms, kennels, Riding stables, Food processing Plants, Restaurant Kitchens, Car washes, Schools, Public bathrooms, Supermarkets, Meat packaging facilities and Theme Parks.

Ask your Tri-State representative for a presentation!



### Tri-State Winter Dating

#### Expires

**Siesta (CorrectDeck), Railways Rail, Dec 30th & GAF Porch (CorrectPorch)**

**Quality Aluminum Jan 15th**

**Home Guard House wrap Dec 30th**

**Excel Pvc Trim Dec 30th**

**Tamko Evergrain and Tamrail Jan 28th**

**Superior Vinyl Rail Dec 23rd**

**Arabian Aluminum Rail Dec 23rd**

**BP Shingles Dec 20th**

The Gentek vinyl program starts January 2011.

### Welcome Tri-State New Employees

**Geoffrey Allison | Jacob Travillion | Patrick Allen**  
**Greg Dobrzelewski James Hausbeck | Teddy Lawhorn**  
**Lee Drinkwine | Brian Guinn | Scott Hutchinson**  
**Roger Shaver | Michael Brumfield**



### Items on Sale

**Elements Composite decking** - \$1.20 lf

**Industrial Glulam 3 1/2" x 12" x 16'** - \$1.50 lf

**LVL 1 3/4" x 3 1/2" x 12'** - \$0.75 lf

**Tamrail #1 rail sections** - Call for availability and price

**5x5 x104" Raised panel structural posts** - \$80.00 ea.

(subject to prior sale)



### LATHAMS CORNER

Our fiscal year ended October 31st and I was pleased with our year considering the tough economic times. I would like to thank our staff and our customers for all their support and loyalty.

I see 2011 as another tough year with foreclosures and no spring housing stimulus planned. I do believe that pricing will be up overall. Our Select Conifex program should strengthen due to an added second mill. This will keep us well supplied with quality lumber for our many dealers who are interested in selling every piece they purchase.

This year we have many excellent winter dating programs to offer. Please ask your representative for details and thanks again for your business.

I want to wish everyone a Merry Christmas and Happy Holidays . We look forward to serving you in 2011!



Tom Latham

### Notable product line updates...

- CorrectDeck name change- Now called GAF Siesta
- CorrectPorch name change- Now called GAF Porch Collection
- TamRail colors now available (special order)
- Aluminum increase has taken effect for Gentek & Quality Aluminum
- Superior Insulated headers slated to go to 16' length
- Excel PVC (by Jain) color program now available
- Evergrain "Take-It-Outside" rebate extended into 2011

**“The Weather Outside is Frightful”**

Looks like we will experience a light snow December 8th thru 11th. The 12th thru the 15th will be stormy with snow showers. The week before Christmas should be dry and colder than the previous week. Dec 20th-23rd will bring a light snow; perfect timing for the Christmas romantics. On Christmas day we will need to bundle up... it should be cold. I hope that I get some long underwear for Christmas! The 28th thru New Years eve will bring snow showers and flurries. A great time to watch football bowl games or snuggle with your significant other. The New year will bring in storms for the 3rd thru 7th. The 12th thru the 16th will be unsettled with chilly winds. Snow storms are predicted for the middle of the month., however the overall month will end generally fair. **STAY WARM MY FRIENDS!**

JCM,JR



**Using the attic as an exhaust accumulator...**  
 Trapped moist air inside the attic provides the ideal growing environment for mold. The problem arises when the exhaust from bath, kitchen and laundry fans dead-end into the attic space. These flexible tubes should vent to the outside. The unwarranted moisture could also create the potential for excessive expansion of the roof sheathing causing you, the dealer, to get phone calls for homeowners wanting to file unwarrantable claims.

**EMPLOYEE SPOTLIGHT**

**Jeff Smith**

Jeff Smith has been with Tri-State Forest Products since April of 1999. Jeff has taken on a new role this year of Sales Manager for Indiana, Illinois, Southern Michigan and Kentucky. Jeff is actively involved in his church and enjoys spending time with his two daughters, wife and Shih Tzu . Jeff is an avid Bears, Bulls & Cubs fan.

Jeff, Thanks for your efforts!

**More Conifex Select Available for 2011**

(The best looking S.P.F on the market)

Conifex has opened their second mill located in Mackenzie, BC as of November 1, 2010. This location which is currently running on one shift ,doubles the Conifex production of their products. This extra volume along with a large capital expenditure that will be completed by year end at the Ft. St. James, BC mill will greatly enhance the availability of Conifex Select and also generate a more consistent quality in the Conifex #2 product. This has been a long awaited opening for us. The Ft. St. James mill also has planned a second shift to start late in the first quarter of 2011 which should allow us to fill your needs on a regular basis going forward.

The BP Everest- Ask about our new 40 year shingle



*Merry Christmas from everyone at Tri-State Forest Products!*

**2010 Tri-State Forest Products, INC**



**Our Locations**

- Springfield, OH 800-949-6325**
- Indianapolis, IN 800-256-8152**
- Perrysburg, OH 866-216-9025**
- Edwardsburg, MI 888-663-8419**
- Saginaw, MI 877-755-7122**

newsletter idea? Email Sean or Dan  
 sean@tsfpi.com | dkelly@tsfpi.com



**Your Egnog's too strong!**

If you see a fat man...who's jolly and cute, wearing a beard and a red flannel suit, and if he is chuckling and laughing away, while flying around in a miniature sleigh with eight tiny reindeer to pull him along, then let's face it. Your eggnog's too strong!!!



**Eggnog Ingredients:** 12 eggs separated, 6 cups milk, 2 cups of heavy cream, 2 cups bourbon, 1/2 cup of sugar, 3/4 cup of brandy & 2 teaspoons of ground nutmeg.

**Directions:** In a large bowl beat the egg yolks together with sugar for 10 min. Slowly add the bourbon and brandy and allow the mixture to cool in the fridge for 6 hours. 30 minutes before serving stir in the milk and 1-1/2 teaspoons of nutmeg. In a separate bowl beat the cream with a mixer. In yet another bowl beat the egg whites then gently fold the egg white mixture into the egg yolk mixture. Add the cream and garnish with the remainder of the ground nutmeg.