



# Jefferson County Home Builders Association's Building Community Newsletter

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## Carl's Building Supply provides quality

Fresh faced and just out of the service, young Carl Johnson started delivering clams and those once-famous Marrowstone Island turkeys to Seattle back in 1946.

Coming back with an empty truck made no sense to the practical guy, so he began hauling back building supplies.

Prolific local builder Bruce Matheson made sure Carl kept a stream of building materials flowing onto the peninsula. In those days, Port Townsend's DeLeo brothers were the only ones in the area selling lumber.

In 1957, Carl purchased the Port Hadlock property at the intersection of Nesses Corner Road and Rhody Drive. Fortunately, Carl had trustworthy managers in LeRoy Glessing and Harlan Paddock, because he working hard building his Nordland clam business. He also got heavy into trucking, as years progressed.

Carl turned over the reins of his lumberyard to his son, Lawrence, in 1992. In the first few years, Lawrence doubled the number of employees to nearly 40. Then, in 1997, Lawrence changed his strategy when he realized none of them had the skill sets required to service the retail market.

"We were not good at gardening. We were not good at small do-it-yourself projects. So, we decided to focus on what we did best," Lawrence said. The time had come to concentrate on his core business and allocate all he had to servicing the area's contractors and owner/builders.

Lawrence's now-streamlined



**Here sits experience. Terry Johnson, Phil Arnold and Lawrence Johnson: All have made their livelihood in the building trades, as have their fathers and, for two, their grandfathers before them.**

crew of 25 are experts at fulfilling the contractors' needs. A quick office survey revealed a number of them were third generation building tradesmen. Some had wielded a hammer for many years. And then there was Lawrence's right-hand man, Jim Brown, who just didn't fit the mold.

"We had to bring in a nuclear sub commander to run the computers," Lawrence grinned.

Lawrence still uses the slogan his father coined, in 1957, "Buy Where the Builders Buy".

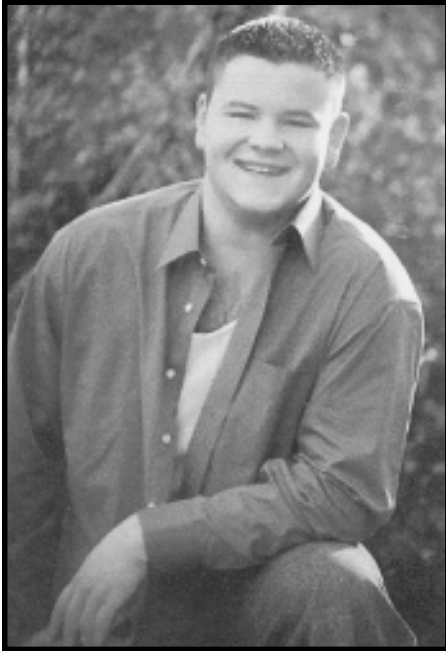
"We always feel that the value of our bid may not show up in the initial bottom line. We're selling quality. Higher quality, mistake-free products will result in overall lower costs," Lawrence said. "We're buying the absolutely best

materials for our homebuilders. We entered into an exclusive agreement with Adams Lake Lumber to get the first selection of their premium and select structural Douglas fir lumber." A similar agreement was forged for Northwest Forest Products' Alaska yellow cedar trim and siding.

Carl's was a member of the JCHBA long before Lawrence came onto the scene.

"So many of our customers belong to the organization. The networking allows us to stay connected with our customers on a more informal basis," Lawrence said. He also likes how he's supporting the Building Industry of Washington's lobbying efforts in Olympia. "It's a united voice. That's a lot more than we could do alone."

# Ware earns scholarship



Sean Ware is the winner of this year's JCHBA scholarship.

Sean Ware was recently awarded the Jefferson County Home Builders' 2003 scholarship.

The Quilcene High School graduate plans to major in architectural drawing. He has been accepted to Aurora University (Illinois) and Peninsula College.

The JCHBA awarded him a \$1,500 scholarship, payable over two years.

The Eagle Scout is the son of Peggy Ware and grandson of former fire chief Mel Herod.

Sean is actively involved in the Brinnon Community Theatre, sings in the Brinnon Community Church Choir, played French horn in his school's band and is a member of the Quilcene/Brinnon Shellfish Club. He also played football and golfed while in school.

# ROI beats other programs

Many of you have been approached by other retrospective programs, promising they'll get you a better refund on your state Labor and Industry premiums.

Be careful of the numbers game! While some programs promise a higher percentage return, their enrollment fee and membership dues are much higher than the Building Industry of Washington's Return on Industrial Insurance (ROI) program.

BIAW has 4,700 companies

enrolled in its retrospective program. There's strength and stability in that number.

Think about it. . .if another retro program has only 85 companies, it wouldn't take many L&I claims to tweak their percent rate dramatically.

BIAW's Lara Seabaugh knows the ins and outs of the other programs and can offer you a cost comparison. Call her at 1-800-228-4229 if you have any questions.

# Welcome our new members!

Teresa Goldsmith, GRI  
John L. Scott Real Estate  
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360-385-4115  
360-385-4196 (fax)  
teresago@olypen.com  
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Sponsor: Bill Eldridge

Karen Best, GRI  
Coldwell Banker Forrest Aldrich  
9522 Oak Bay Road #100  
Port Ludlow, WA 98365  
360-437-2278  
thebest@olypen.com  
www.karenbest.com  
Sponsor: Bill Irwin

Pure coincidence, but it looks like last month was Realtors' Month at the Jefferson County Home Builders! Do make sure you welcome each of these women into the association.

# Court says conduit needs electrician

Last month, the Court of Appeals in Spokane upheld the Washington Department of Labor and Industries rule that PVC conduit must be installed by a licensed electrical contractor.

L&I defines the conduit as "electrical equipment"; and any equipment or apparatus that directly uses, conducts, or is operated by electricity must be installed by an electrician.

# BIAW offers lien information online

The Building Industry of Washington's legal program now offers a wealth of lien information online at [www.biaw.com](http://www.biaw.com).

Not meant to replace legal counsel, the "How to File a Lien" page explains how to properly file a lien and protect your lien rights by providing proper notice to the homeowner. Accessed from that page are other documents as well, including claim of lien, release of lien and a lien waiver.

If you have questions, or no access to the Web, call Timothy Harris, 1-800-228-4229.

Would you like to have us bring a BIAW-sponsored Lien Law and/or Construction Contracts class to Jefferson County this fall? If so, let Sandy know, 379-8784.



# Moe takes helm of JCHBA

The directors of the Jefferson County Home Builders Association recently appointed Second Vice President Marianne Moe to finish up the 2003 year as its president.

Marianne is well-prepared for the job. She was president of the JCHBA in the mid-1990s. She and her husband, of Harold Moe Construction, Inc., have been part of this association, since its inception in 1983.

Marianne takes the seat vacated by Bill Eldridge.

*Thank you, Bill, for all you've done for this organization!*



President Marianne Moe

## CHS band's workin' for a livin'

Chimacum's high school band "earned" \$500 for playing at the Hadlock Building Supply farewell to Superintendent Dr. Mary Lynne Derrington.

Each year, Joe Lovato and his partner, Morris James, figure out some creative way for the band students to play for the \$500 donation they give to the band.

Sadly, this year's big event marked the departure of Dr. Derrington, who is now the first female school superintendent in Whatcom County.



## Have you been cited by L&I???

If you've recently been cited by the state Department of Labor and Industries for not having an accident prevention program that is "effective in practice", the Building Industry Association of Washington wants to know.

BIAW wants to assist members in fighting this vague and undefined rule. Appeals must be made within 15 days of receiving the citation. Call Tim Ford, 1-800-228-4229.

## NAHB Nation Building News is online

*Nation's Building News*, a National Association of Home Builders' publication, is now online at [www.nahb.org](http://www.nahb.org).

It's a wealth of information, covering regulatory, technological and legislative news.

NAHB's weekly newsletter is most easily accessed by using the site's search feature. Current and back issues will pop up in the search results.

You may also have it delivered to your own e-mail box. Just ask 'em.

## Golf with us!

Friday, July 18  
at Port Ludlow



Sponsorship and player sign-up forms are online at [www.jeffcohomebuilders.com](http://www.jeffcohomebuilders.com).

**Support JCHBA!**

## Maintenance guide a must

Passage of the BIAW's construction defect bill affects each and every contractor. The bill requires homeowners to file any defect lawsuits within six years, not 12. It also says that homeowners who don't maintain their homes can't sue their builder.

The intricacies of the bill are better explained by the experts at the BIAW. One point that jumped out loud and clear was the importance of providing each and every homeowner with a home maintenance guide.

The builder is excused from liability if the defect is caused by the homeowner's substantial failure to follow written maintenance recommendations.

The BIAW has provided a guide at [www.biaw.com](http://www.biaw.com). Download it, print it out, include it in your contract package and get WRITTEN acknowledgment from the buyers that they've received the guide and understand their responsibilities.

# Pick up your R.O.I.I. check\* . . . Schmooze with our members. . .

RSVP by July 17  
379-8784

A hefty refund of your L&I  
premiums and free food!  
*What could be better???*



**Thursday, July 24**

**6 p.m.**

**Barbecue at the Gazebo  
(behind Shold Business Park)**



**Lawrence Johnson, of Carl's Building Supply, has generously donated the fixin's for the evening's barbecue feast. Do thank Lawrence the next time you're in Carl's!**

**\*Checks will only be released to the owners of the companies.**

## JCHBA Officers

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Jefferson County  
Home Builders Association

