



Jefferson County Home Builders Association's Building Community Newsletter

September 2003
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Hadlock Building Supply team thrives

In 1984, Joe Lovato lost his way, while visiting Fort Flagler State Park. The Lumbermens' manager stopped at Hadlock Building Supply to ask Ann Smith for directions. She offered to sell him the 1,400 square-foot store.

After an "intense" market survey (watching the flow of business at the local grocery store) Joe decided to buy the widow's business. In 1988, Morris James came aboard.

"We feed off of each other's knowledge and use each other as a sounding board," Joe said. "And when it comes to big decisions, we're in unison. We rely and respect the other's suggestion."

When an arsonist's hand destroyed the building supply's main building during the wee hours of Aug. 8, 1995, the pair could have given up. Fortunately for their employees and customers, Morris and Joe chose to kick into overdrive. From those flames, a phoenix arose.

While the 11,700-square-foot store was rebuilt, employees were kept on the payroll.

"Whatever Morris and I have done really goes back to the legacy of Bob Slettedahl, the original owner of Lumbermens," Joe said. "Both of us worked for him for about 20 years. We try to emulate how he treated his employees and the community."

Giving back to the community is one of their top priorities. Just about any cause in need can count on the partners' support.

Today, Hadlock has \$1.5 million in inventory — 15 times what it had in 1988. Its rental



Joe Lovato and Morris James rely upon good business sense and generous natures to grow their Hadlock Building Supply.

section offers everything from banquet items to backhoes, dump trucks and excavators.

About 60 percent of business is contractor trade. Four experts staff contractor sales, which has its own entry for easy access. They deliver seven days a week and have an after-hours emergency phone.

"Hadlock carries the very best quality lumber and plywood available. We are very proud to handle Adams Lake kiln-dried fir," Joe said. "We feel we have the best-quality arsenic-free treated lumber. It's a select grade."

"We try to stay with a strong retail trade, too," Morris said. But, it takes a lot of homeowner volume to match one contractor project.

"True Value has the buying power. Its market analyses keep our prices competitive, often beating the big box stores," Joe

said. "When was the last time those out-of-area stores put any money, or paid taxes, into our community?"

The partners joined the Jefferson County Home Builders Association in 1989.

"The camaraderie and the networking are important. We trade in this area and we want to be members," said Morris, also a director of the Western Building Materials Association.

Hadlock's 40 employees receive regular training, \$50,000 worth last year alone. Any employee who quits smoking earns \$500.

Since April 2003, when Port Townsend Lumber closed its doors, Hadlock has increased its accounts receivable by 50 percent.

The two acres the partners are developing across the street is parking and lumber storage, for now. And room to grow for later.

Ergonomics Initiative-841 is on ballot

Initiative 841, BIAW's measure to abolish the ergonomics regulations adopted by Washington State's Department of Labor and Industries (L&I), will appear on the Nov. 4 general election ballot.

I-841 also prevents the state from taking any action until the federal government has adopted a national ergonomics rule.

In 2001, the U.S. Congress voted to repeal an ergonomics rule being considered by the federal government because the rule was too costly, too restrictive and lacked scientific justification. BIAW sources say this rule was less restrictive and less expensive than

Washington State's.

More than 260,000 voter signatures were gathered in BIAW's successful attempt to get the initiative on the ballot. The measure also has the endorsement of more than 300 associations and businesses statewide.

L&I adopted the ergonomics rule, in 2000, despite overwhelming opposition from the business community. The L&I rule states workers may spend no more than four hours per day performing actions considered to be ergonomic hazards, such as repetitive motions, lifting, gripping, working with the arms above the head,

squatting or kneeling.

Washington is the only state with an ergonomics rule. Experts estimate complying with the rule would cost businesses \$725 million the first year alone.



Wanted: Students for JCHBA carpentry class

Jefferson County Home Builders Association is once again teaming up with Peninsula College and Chimacum Schools to offer hands-on training in basic carpentry skills.

Since 2000, the JCHBA's Residential Carpentry Program has offered the vocational training to men and women, ages 16 to 96.

Rick Tollefson, Fred Kimball and Pete Raab are team teaching the class.

The after-hours class is open to the general public, and runs from October 7 through June. Enrolled in Peninsula College, the students



earn six credit hours per quarter, for a total of 18 credits. Classes are one evening per week (four hours) and one Saturday per month (eight hours).

Class sizes usually begin, in

the fall, with 18 to 24 students of all ages, from young adults to retired citizens. Most participants hold a full-time job while taking the class. Others take the course as a career move, using the job retraining as a stepping stone to their future.

Eligible students may obtain financial aid and/or state and federal Workforce Retraining Funds. This funding must be in place before the first day of class.

For more information and/or to register, contact the Port Townsend office of Peninsula College at 385-4605.

Cited by L&I?

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

BIAW is assisting 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.

Welcome our new members!

Marty Kithcart
Cairn Greens, Inc.
dba Landmark Excavating

109 Nolton Road
Nordland WA 98358
360-379-6652
360-379-6652 (fax)
kithcart@olympen.com

Sponsor: Bill Leavitt

Stephen and Dorothy Serafin
Quality Landscapes

P.O. Box 359
Port Hadlock, WA 98339
360-385-6663
360-385-6663 (fax)
qualitylandscapes@cablespeed.com

Sponsor: Bill Eldridge

Your company here!

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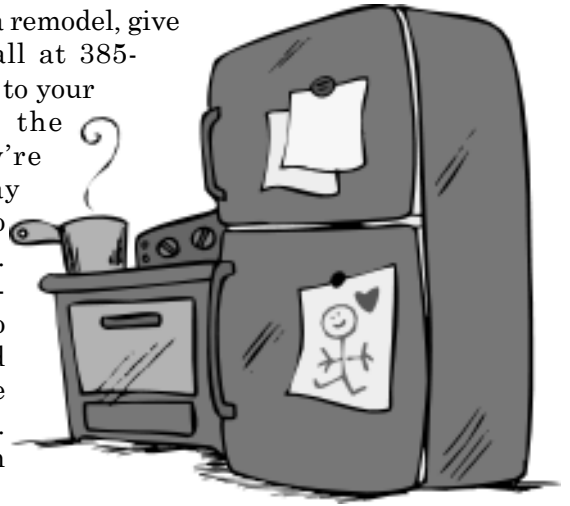
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Used appliances wanted

Here's a wonderful opportunity. Olympic Community Action Program will accept running appliances, and some cabinetry, to benefit those in need.

If you're doing a remodel, give Linda Haskell a call at 385-5185. She will come to your job and preview the materials. If they're acceptable, you may deliver them to OlyCAP, 24 Seton Rd.

You get a tax-deductible receipt to offer your client; and those less fortunate get "new" appliances. It truly is a win-win situation!



(Thanks to Bill Irwin, Paradise Bay Design & Construction, for this tip.)

Maintenance guide a must

Yes, this is a repeat of the July article. It's just so important, it had to run again!

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 the written maintenance recommendations.

The BIAW has provided a guide at 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.

No CCA for residential uses

Treated lumber manufacturers are voluntarily withdrawing a pesticide that had been the market standard for decades.

Chromated copper arsenate (CCA), as a treatment for lumber used in consumer products and residential building, is being phased out by Dec. 31, 2003.

CCA acted as a barrier to termites and allowed the wood to take as long as 40 years to decay.

(For more info: http://www.strongtie.com/ii_PTWoodFAQs.html)

The pesticide had been used as a wood preservative since the 1940s.

It has been shown that arsenic, a known carcinogen, is released from the wood.

The new preservatives are also copper-based like CCA, but without the arsenic.

CCA will continue to be used for a number of industrial products such as utility poles, piling and cross-ties.



Election Oct. 16

Elections for the JCHBA's 2004 officers will be held at our Oct. 16 dinner meeting. If you'd like to nominate anyone in addition to those already serving for 2003, please do so in writing by Oct. 1.

Also on the ballot will be a \$25 dues raise, effective Jan. 1, 2004. The raise is to compensate for the NAHB's raise in membership dues.

The evening's speaker will be Denise Pranger, executive director of the Northwest Natural Resource Group (www.nnrg.org).

JCHBA kicks off the season at the Valley

**“Good-bye CCA-treated lumber.
Hello code changes, new products.”**

***Speakers from Exterior Wood, Inc.
and Simpson Strong-Tie Co., Inc.***

We're having
steak for
dinner?
Uh, oh..

**RSVP by
Sept. 21
379-8784**

**Thursday, September 25
6:30 p.m. cocktails
7 p.m. dinner
Steak at the Valley Tavern**



Joe Lovato and Morris James

**Morris and Joe are taking the JCHBA
members out to dinner! Make sure
to thank them the next time you're
in Hadlock Building Supply.**



JCHBA Officers

President: Marianne Moe
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First Vice President: Bob Little
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bob@little-little.com

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Treasurer: Rick Gore
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**Jefferson County
Home Builders Association**

