



Upcoming Dates & Events

West Michigan Home & Garden Show

Thursday - Sunday, March 4-7,
Booth #1909
DeVos Center, GR, MI

Biewer Lumber Sawmill Tour

March 11, 8:00 am to 5:00 pm
Cadillac, MI

Whitecaps Game and Vendor Show

May 13, 4:00 - 9:30
Comstock Park, MI

Cubs and Whitesox Game -

Friday - June 11
Chicago, IL

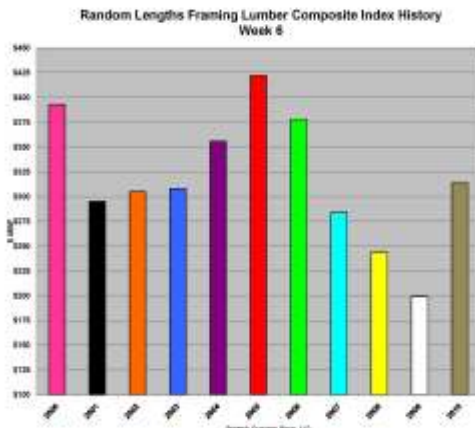
www.zeelandlumber.com

146 E. Washington Avenue
Zeeland, MI 49464
888-772-2119

Lumber and OSB at Higher Prices

Last month, I wrote that lumber and OSB prices were going up as mills have limited production and retailers seem to have less inventory than perhaps they should have. Prices were quite low and many retailers did not take advantage of the prices that lumber was at to fill their bins. With the push on future pricing by mills, many wholesalers and retailers in January and early February rushed to buy the limited supply driving prices up to levels not seen in three years. The question remains: "Is this sustainable?"

Mills are getting their sordid financials back from last year and with Weyerhaeuser posting a loss of over a half a billion dollars, Canfor around a quarter billion dollars, the simple and correct answer is that mills will not produce at the price levels of last year. I have heard that if prices go up, it will shut down building. Whether that is true or not, the mills really could care less. They need to be profitable or they will not be around to enjoy higher prices. So yes, prices will be higher this year.



That said prices at these levels are a little too high. These prices were last achieved when starts were over a million annualized. I would anticipate price relief of around 10 to 15% over the next two months. After that we will settle in a trading range as I believe this month's pricing will be the highest in the first half of this year.

These price increases have affected every part of the market except for engineered products. The narrows have been affected more than the wides as the wides are not used as much for floor joists and therefore have lost even more market share than the balance of lumber products. For the post frame builders, southern pine has really exploded. Do not expect a price reduction any time soon as most treaters and other users have simply missed the market and have yet to buy. When they do, they will hold prices at higher levels than now. We have put in a heavier inventory than normal of 2x12 douglas fir, so check out the comparable to southern pine.

I have enclosed a lumber index showing lumber pricing over the last decade. Pay close attention to 2010 over 2009 as it paints a good picture of what is happening. Also, if you are not on our email list, I invite you to join as I occasionally email mid month lumber reports. Email Barb Aalderink at barba@zeelandlumber.com and we will add you to the list.

Have a great March.

By Herk
Vanden Bosch





Article by
 John Colley



This month, we feature Fabral in our newsletter and I would like to focus your attention to Fabral's website www.fabral.com.

Fabral's website breaks down the categories of steel usage into four categories:

- ? Post Frame Roofing and Siding
- ? Residential Roofing and Siding
- ? Architectural & Commercial Roofing and Siding
- ? Self-Storage Solutions Roofing and Siding

These categories are then broken down into sub categories such as product offering, Solar, Energy Star and tax credits, etc. This is where Fabral's website differentiates itself from the typical rollformer's website.

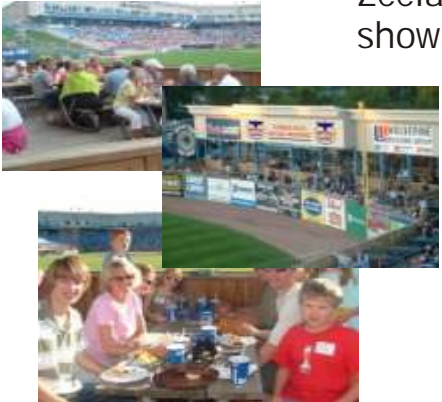
Boôì• Yh*Ûë-^&-íO7™=£«...\$,3;ìÒÆ»>b-0`äUíQÕ
 ßμÔw•»~PÈÛY,\$†æİÖÅ\$ pg ¾4-—EiMAÅ¾Ö
 BONμ,L[j|L ...³;œ...MS=ž†•÷

- ß.Æ%~jyÅ@}fO°ÑmV xahĭ &ÑPEYÖú-Đ'ó
 Bù»~V^; >/Ūaĭ-ŪyYÉŃ²f7+£Y Jzþ,3«Ū
 ß»~œ_ph ñù¹ •œ#t -lt{;ìX%}YÅĭ[P¼†
 ß-~œ4Gúíô´™y`I'óYàì
 - ß ÅÇ×æ·ÆgÉ±šùfĀÖ¾H0!0-æĭë3;:/ÀðaiÉ 1μ
 Bù»~V^; ūāēSĭ| V]F§•X¹ p ¥TMMXŪ
 BùĒŪ|,þ §¯ov~†çĎN' Æ'/œCĭ-¿r
 - ßk-ðyàç² ¼dūÄ-¼Y>FNüözp ¨,°adÑ†z-
 ß !èt Æ YCè c ß Ê áj áĒ >äY.† å× yC ¾4
 ß»Ē-íeø°EŃVœ ³œfòT<%†oXŪ-•†zþ^Žĭ
 - ß Ō1ôt —.6&dMUœĎRYabŌQ4ADBy)• Rj-Ç'
 ßĠ, RSÖÀù :1U†p é ū·pC¼ ×r^1(J¾4
 ß»~o~œ-
 - ß ÅO ãcG"~X`ry•w~†çN6qyĐù™j;a~mž`ĀG;l'äd
 BŪ[â èJQYAcÄ;B kszTμ½zfê{ 'éž ÉMÑ>2'
 ß»ĒKZŪP'y%óüē E.5→FN%œ&œD1bVŪĀ
 Bù»~bârvB qyçfmuÖ<%yŌQMBröē`O`3(Y
 ß†Ā-ŌZŪĀ«...æñŌPŌ8T²ĀĬ'yôwúŌ-œ`á"ĀĬ
 Bù ūĬĒĒĬÖ#*z:›¼ĀēnbK4 'jy³§ŌEœD85•Ā
 ß»~P!äöĀĒĒĬĀp~†F.6=
- ß™.Đí c n?Ā† ĀĬDL- Éqš ĒĒpŌ3Y>D0\$UĬĀĬy•
 ß→Q(ú ...W†ü ~ §¯ôV]ē>£j ôU]Ā-Zœ-

Save the Date
May 13, 2010

Open House and Whitecaps Game!

Zeeland Lumber invites you to see our Grand Rapids Concepts showroom prior to an evening at a Whitecaps game with seats in the Right Field Deck.



RSVP to your sales representative
 in advance to reserve them.

Open House: 4:00 - 5:30 pm
 5265 W. River Dr., Comstock Park, MI 49321
 Whitecaps Game: 6:00 pm





Article by
Mike Dykstra

There is this saying that in business you are always moving; if you are not moving forward, you are moving backward. “Change is inevitable, except from the vending machine.” Change and transition are very evident here at Zeeland Lumber as we seek to balance being “lean” and operationally efficient, and being customer responsive and continue to look for ways to serve the customer better. As you have seen in previous communication, there have been a number of role changes here at Zeeland Lumber. This includes Mark VandenBosch as the VP of Sales, Tim VandenBosch as VP of Strategic Accounts and my role as President. The board has worked towards these transitions while Herk remains the CEO.

I am pleased to announce a couple other transitions. Craig Courts has recently been hired in his role as Chief Financial Officer. Craig comes to us with various business experience in retail, distribution and manufacturing, with very large and and small to mid-sized corporations. We welcome Craig as our new CFO as he impacts our accounting department, and adds value both on the financial and the strategic side of the business.

Another very important transition is with Chris Alderink. We are pleased that Chris has accepted the role of Outside Sales Manager and we have confidence that he will impact our business in a positive way for the customer by managing that group of people. Chris comes to us from the Hamilton Lumber and Truss business through the merger and we have enjoyed his expertise over the year. This expanded role is a natural fit for Chris and we are excited that he has taken on this responsibility.

Please welcome Craig and Chris into their new roles. It is our goal to continue to organize our company to serve our customers and be relevant to your needs.



Craig Courts

We would like to introduce you to Craig Courts, our new CFO. Craig brings a wealth of experience, having worked for companies such as Deloitte & Touche, Amway and The Windquest Group. He lived and worked in Australia for almost four years for Amway. Most recently, he was the President of Great Lakes Fasteners and prior to that, President of the Michigan Division for Inergy Propane.

Craig is a native of West Michigan and a graduate of Western Michigan University. He has been married to Cathy for over 20 years. They have two children, Blaine and Paige, who attend South Christian High School. Craig is an active member of Cornerstone United Methodist Church. In his spare time he likes to play tennis and golf, travel, scuba dive, boat and read.

Come and see us at the West Michigan Home & Garden Show on March 4-7 at the DeVos Place in Grand Rapids.

Our booth number is #1909.

See you at the show!

Main Store & Concepts Showroom
146 East Washington
Zeeland, MI 49464
(616) 772-2119

5265 West River Drive, Suite 100
Comstock Park, MI 49321
(616) 301-1521

606 9th Street North
Kalamazoo, MI 49009
(269) 978-1115

4652 Washington Street
Hamilton, MI 49419
(866)450-3310

55900 Hoosier Ave., Bldg. 1A
Mishawaka, IN 46545
574-532-1222



Installation Instructions

Building Design and Construction

To ensure adequate performance and longevity, protect metal panels from potentially corrosive situations and materials. When treated lumber will be in direct contact with metal panels please note the following: Galvanized steel is compatible with the CCA (Chromated Copper Arsenate) pressure-treated lumber that is predominantly used today, but not with the older Penta treated lumber. Aluminum, however, must be separated from contact with all treated wood since the chemical preservatives are corrosive to aluminum. Likewise, dissimilar metals also require a protective barrier between them to prevent galvanic corrosion. Request FABRAL Technical Bulletins #803, 106, and 107 for more information on treated lumber and dissimilar metals.

Plastic, builders' felt, bituminous paint, caulking, or gasket material may be used to separate panels from treated wood and dissimilar metals. When using aluminum panels in direct contact with steel, use one of the above methods to separate the two metals.

Fertilizer, lime, acids, feeds, manure, soils, and many other substances also cause moisture is prevented from contacting both the insulation and the metal panel.corrosion in metal panels. Contact between metal panels and any potentially corrosive materials should be prevented.

Porous insulation board may absorb and retain moisture, and requires a vapor barrier similar to that described above. This vapor barrier should be installed such that

FABRAL's translucent panels are intended for siding applications only. In all situations, foot traffic should be avoided on translucent panels. Translucent panels used in roofing applications will break down over a short period and stain metal panels below, eventually causing corrosion of the metal. If used on roofs, use butyl caulking to separate the fiberglass from the metal. The fiberglass panels should be sealed regularly, as recommended by the translucent panel manufacturer.