

# ProSales

hanley wood

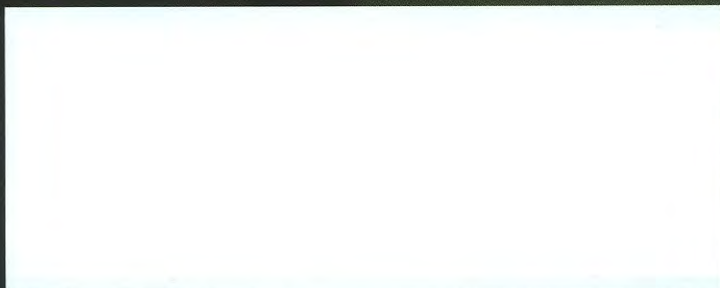
Strategies for Today's Construction Supply Leaders / April 2009

## Pay Up!

### Our Money Issue

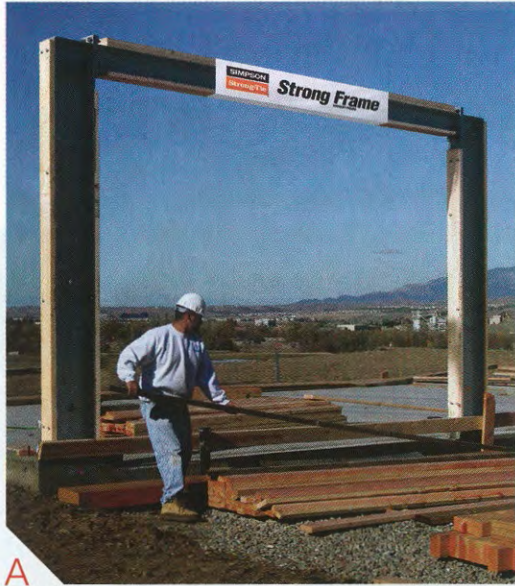
- > How to reduce your A/R days
- > Get better banking relationships
- > New metrics = More money

Barker Lumber's Ron Kastein gets past-due accounts paid and still keeps the customer satisfied.



# International Builders' Show Hot Finds

While there were fewer people at this year's International Builders' Show, there was no letdown in notable new products. Here are some that could become a hit at your yard.



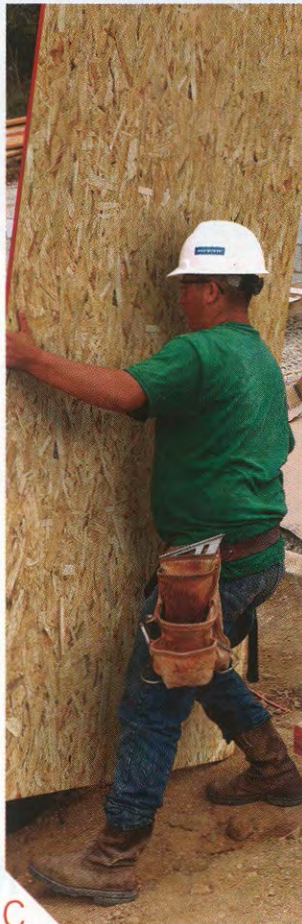
A



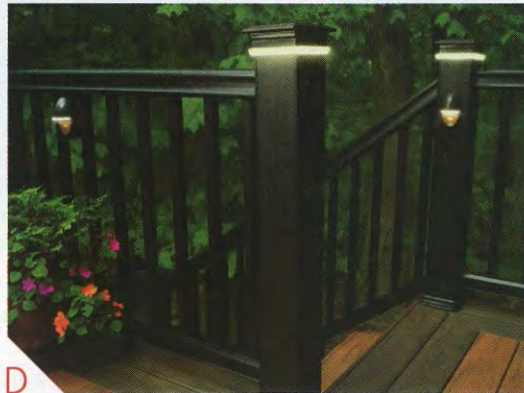
B

**A Simpson Strong-Tie** The Strong Frame is pre-designed and bolted together on site. Stronger than site-built or factory-built shearwalls, moment frames allow for larger openings and smaller wall sections while still providing the loads that structural designers need, the maker says. Frames are available in sizes up to 19 feet tall and 16 feet wide. 800.925.5099. [www.strongtie.com](http://www.strongtie.com). Circle 106.

**B Hurd** The H3 window fuses extruded aluminum cladding, a vinyl base frame, and a solid wood interior into a single window. The window meets Energy Star requirements with a 0.31 U-factor and comes standard with low-e glass. A snap-lock design eliminates the need for screws or fasteners on the interior, and the window comes in more than 100 sizes and configurations. 800.223.4873. [www.hurd.com](http://www.hurd.com). Circle 107.



C



D

**C Louisiana-Pacific** LP LongLength OSB Sheathing comes in extended lengths and installs vertically instead of horizontally, yielding stronger walls, fewer seams, and lower labor costs, the maker says. The product ties the sill plate to the top plate with only one panel, making it better for taller ceilings. LongLength is SFI certified. 615.986.5600. [www.lpcorp.com](http://www.lpcorp.com). Circle 108.



E

**D TimberTech** DeckLites is a customizable low-voltage lighting solution: up to 30 lights can run from one 300-watt transformer. Sold individually, the post-cap and baluster lights are designed to fit TimberTech's RadianceRail and Ornamental Rail systems. Post-mounted accent and stair riser lights are also available. 800.307.7780. [www.timbertech.com](http://www.timbertech.com). Circle 109.

**E Clopay** The Canyon Ridge faux wood garage door melds polymer-composite cladding with an insulated steel base door. The 1/2-inch-thick cladding is molded from actual wood so it includes knots, cracks, and holes. It also resists UV rays, high heat, and freezing weather, the company says. 800.255.6729. [www.clopaydoor.com](http://www.clopaydoor.com). Circle 110.