



# ON THE LEVEL

## A STENERSON LUMBER PUBLICATION

### STENERSON SPOTLIGHT ON SERVICE

Kent Hanson is a relatively new face in our Moorhead store, but not new to the StenerSON Family. Some of you may remember his father, Ron Hanson, long-time employee in our Fergus Falls store, who worked for us for over 40 years. We are more than happy to have another 2<sup>nd</sup> generationer like Kent join our ranks. Kent comes to us with 15 years of experience in the building industry, four years with a lumberyard in Alexandria and eleven years with Guardian Building Products in Minneapolis. He is well-versed in available materials, estimating, and product specifics. He can also cook up a delicious meal as he worked as a professional chef before traded the restaurant life for sales. But sadly, we don't get to take advantage of that talent on a daily basis! His favorite part of his job now is the connection with our customers and the family he works with. He explains that with Guardian, he primarily dealt with customers on a phone-call basis and he is enjoying the freshness of meeting customers and contacts in person on a daily basis. In his free time, Kent is an avid outdoorsman – you'll find him fishing, hunting, and ice-fishing (unless there's a Bruins hockey game on.) Kent can be found in our Moorhead store and at 218-233-2754; stop in and tell him "Go Blackhawks!"



### 2013 FALL HOURS

Monday – Friday  
7:30 am to 5:00 pm

As always  
**- FREE DELIVERY -**  
call for yours today!

### PRODUCT SALES

- Casey Beckerleg, Mhd
- Steve Breyer, Mhd
- Michelle Dean, DL
- Mike Dubay, Crosby
- Steve Gease, FF
- Kent Hanson, Mhd
- Liz Hofmann, Crosby
- Bill Jackson, DL
- Craig Johansen, FF
- Scott Mollberg, Mhd
- Amy Nelson, DL

### IT'S AN "OPEN-SHUT" CASE: LARSON IS QUALITY CHOICE

It's no coincidence that America's #1 selling storm door and our quality choice for storm doors is **LARSON**<sup>®</sup>. Built in nearby Brookings, SD; impressive quality can be found in each of their doors. In its 50-plus years in building doors, Larson<sup>®</sup> has introduced more innovations and choices for consumers than any other storm door company. They were the first to seal their doors with magnetic weather-stripping and the first to feature a retractable disappearing screen. Whether you are looking to showcase your entry, seal a draft, let light in, ventilate, or add security, a Larson<sup>®</sup> door will fit the bill. Each of our stores displays samples of these doors and can show you the various colors and styles they are available in to help you find the perfect door for your home. They really are easy to install and their website makes it even easier with a [video library](#) to help you every step of the way.

### STENERSON LUMBER LOCATIONS

555 Hwy 59 N  
Detroit Lakes, MN  
218-847-2188

22348 Hwy 6 and 210  
Crosby, MN  
218-546-6535

324 Washington Ave E  
Fergus Falls, MN  
218-739-4481

1702 1<sup>st</sup> Ave N  
Moorhead, MN  
218-233-2754

### NOVEMBER STENERSON SPECIAL



## 15% OFF ALL LARSON<sup>®</sup> STORM DOORS!

Save on all in-stock and special order Larson<sup>®</sup> Storm Doors. Ask for the November Special!

Offer valid on purchases made November 1<sup>st</sup> through 30<sup>th</sup>. Ask your salesperson for the On the Level Special at the time of order.

Not valid on prior purchases.



Exteriors Unlimited  
218-846-1778

Pro Builder Lending  
218-233-3437



## RUN YOUR JOBSITE LIKE A PRO

Good planning is the key to managing your jobsite. What can lead carpenters do on the jobsite to help their workers produce best? Hanley Wood, LLC, an industry publication, asked three experienced trainers in the National Association of the Remodeling Industry's lead carpenter program who have run their own construction businesses. They agreed that, besides hiring good people, the best guarantees of high-quality work are well-defined systems and procedures. To create those systems, they suggest the following tips:

- 1. Take Time to Plan.** This will bring the most immediate and measurable payoffs. Instead of jumping right into the work, it's important to get well-organized before picking up the tools. Lead carpenters should read through the plans, specs, and schedule before starting a job. A pre-construction meeting between the owner, lead carpenter, designer, estimator, and other key people can save a lot of duplication of effort. Planning should continue once work starts. It is recommended to take time each afternoon to determine what tools, materials, and workers you will need in the coming days. As the job winds down, pre-completion meetings will help you identify what needs to be finished before the crew moves on. This eliminates having to send someone back to complete a post-construction punch list.
- 2. Get the Crew on Board.** Of course, plans work best if the crew understands them. Be specific about your expectations and ask for suggestions about how to make it happen. A short jobsite meeting on Monday mornings can help you review weekly and daily goals with your crew.
- 3. Carry a Notebook.** It's not unusual for a lead to write material lists on scraps of lumber, then lose the scraps. You can also avoid multiple phone calls for supplies by jotting down materials required and calling at the end of the day rather than stopping work to make short calls throughout the day.
- 4. Get a Binder.** Keep a binder on site with the schedule, plans, specs, POs, quotes, and other relevant paperwork. This will help the lead quickly solve problems and answer questions, getting workers back on the job more quickly.
- 5. Keep it Clean.** Taking 10 minutes at the end of each day to clean up and organize the jobsite makes it easier to start fresh in the morning. It also tells everyone that you care about quality. If the jobsite is a mess, the crew may subconsciously start to take less care in their work. It may help deter theft and material damage. Site organization includes stacking materials where they won't have to be moved before being used, and having an organized tool storage area.
- 6. Fix the Company.** There's a lot the company can do to support its crew. For instance, studying the plans and specs ahead of time will be most productive for the lead if those documents are accurate and detailed. Estimating systems that spell out labor-hour goals and sequence of tasks is helpful, as well as where and when to buy needed products. It's helpful if owners and leads are both trained to learn what is needed to support the crews.

Of course, no one does all of the above perfectly, but any one of these hints is sure to help your jobs go more smoothly. Smoothly run jobs are more efficient and typically more profitable. Small changes can make a big difference; adopt some of these suggestions and see if your bottom line goes up.

*Excerpt from ProSales Business Update Special Report by Hanley Wood, LLC*



## VOICES IN MY HEAD



Brian, one of the world's greatest hypochondriacs, bumped into his doctor one day at the supermarket.

"Doc!" Brian exclaimed, "I've been meaning to tell you, remember those voices I kept on hearing in my head telling me something was wrong with me? I haven't heard them in over a week!"

"Wow! What wonderful news Brian! I'm so happy for you!" the doctor exclaimed.

"Wonderful?" asked a dismal looking Brian. "There's nothing wonderful about it. I'm afraid my hearing is starting to go now!"



## FOR MORE INFORMATION

For more information on the articles contained in this newsletter please contact your Stenerson Lumber salesperson. We are open to suggestions on future topics; just let us know what you'd like to see. If you'd like to be added or removed from our mailing list or have an address correction, please call the General Office at 218-233-3437.

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