

GO TO THE PROS



HOMEOWNER'S

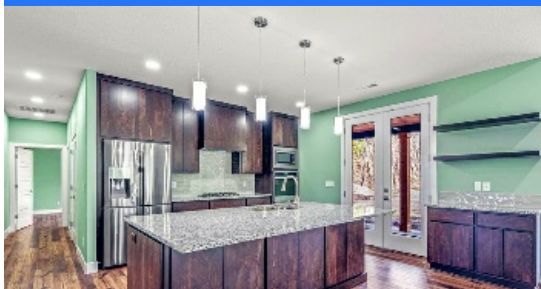
Resource Guide

SEE INSIDE:

- Top Tips for Winterizing Your Home
- Putting Your Yard to Bed

FIND HOME PROS

Complete listing of local
Home Pros ~ Page 31



When remodeling your home...go to the PROS

See Directory of
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Page 31

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Message from the President and Executive Director

The Lower Columbia Contractors Association was established in 1956 to represent professionals in the home building industry. The men and women who founded the LCCA showed remarkable foresight, their leadership and our members have maintained a standard of quality in the building industry which we are proud of today.

Representing contractors in Cowlitz County, our goal is support affordable housing in the building industry and in our community. This occurs through builder education and advocacy toward regulation.

Lower Columbia Contractors Association is here to help you when the need to build, remodel or repair your home or business occurs. Your first step will be to select the contractor, service company or associate

member best able to support your project.

This Directory lists our contractors and affiliate members. You can find the contractor you need quickly. This directory also provides you with information and contact you will need to obtain permits and materials to make the most informed decisions before you begin the project.

Good planning on your part is the most important step you can take toward a successful project.

We are proud to be here. We want to help you have successful experience with your project so use this directory to learn and find the help you need. Call us or visit our website at www.lcca.net for more information.



KURT HENTHORN
PRESIDENT
B&M HEATING & A/C
360-577-3633

"The Lower Columbia Contractors Association is dedicated to being an active leader and advocate for the building industry in Cowlitz County."

Building or remodeling your home is an exciting project. Many homeowners are intimidated by the prospect of finding, hiring and working with a contractor on a project of this magnitude. You shouldn't be. Here are some simple things you can do to make this process easier.

1. Take it seriously: This is probably one of the biggest purchases you'll make in your life, and you truly have to live with the results. Don't be afraid to ask questions and ask to have things explained – more than once if necessary. Your contractor wants to build you the home of your dreams, and they want to do it right the first time.

2. Do your homework: Make sure your contractor is licensed and bonded – and make sure they don't have excessive liens against their bond. This information can

all be found at the Labor and Industries website.

3. Ask for references: If a contractor has been in business a while and has been successful, they will be happy to share it with you. Ask for references, and then call the references. Don't just ask about the workmanship, ask about the process and experience as a whole.

4. Get a contract in writing: It seems like common sense, but sometimes we all need to be reminded. A home can't be built with a handshake anymore, you and the contractor both need to protect yourselves with a clear, complete document spelling out responsibilities and payment.

5. Have fun and treat yourself: Building a house or remodeling your home can and should be an enjoyable experience, and it



JEANETTE SCIBELLI
EXECUTIVE DIRECTOR
LCCA
360-425-8820

should be exactly what you want. Splurge on the kitchen countertops. Have a professional landscaper put the finishing touches on, and call us if you need any referrals.

LCCA MISSION: The LCCA exists to promote and protect the viability of the building industry by serving the members through legislative action, networking opportunities and education while striving to maintain the highest ethical standards.

We would like to thank the members of the LCCA for their support of the Lower Columbia Contractors Association. It is our hope that through industry related meetings and various events provided by the LCCA that our members and the community will gain successful business opportunities.

LCCA LEADERSHIP

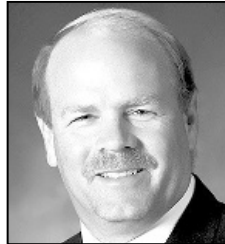
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KELSO-LONGVIEW CHAMBER OF COMMERCE**Bill Marcum**

The Kelso Longview Chamber of Commerce is an organization of business and professional people working to advance local, commercial, industrial and civic development. The Kelso Longview Chamber of Commerce has a tradition of providing members with information on matters that impact business as well as outstanding opportunities to make business connections.

Our role today is to create a successful economic environment within the community for our members; to promote the community; to create new and effective networking opportunities to increase business for members; and to represent members' interests at local and state government.

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Like the Lower Columbia Contractors Association on Facebook

- Participate in contest for free or discounted home goods and services
- Connect with our members for services or hiring opportunities
- Learn about construction industry and remodeling trends
- Discover LCCA membership benefits for local contractors



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Celebrating 100 years



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PORT OF LONGVIEW**Dan Stahl**

Operating since 1921, the Port of Longview has 8 marine terminals and waterfront industrial property spanning 835 acres on the deep-draft Columbia River, 66 miles from the Pacific Ocean in Southwest Washington.

The Port plays an important role in economic development by creating jobs in manufacturing and international trade. Here at the Port, we develop infrastructure to support these jobs, creating a positive economic ripple that strengthens the local community.

International trade has grown since 1921, and the types of cargos handled by the Port have diversified. Our cargo handling specialties include all types of bulk cargos and breakbulk commodities such as fertilizers, grain, heavy-lift cargo, logs, lumber, minerals, paper, project, pulp, steel, and wind energy.

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We have been serving local homeowners, the agriculture, and construction industries selling equipment and supplies for over 90 years! We sell and service brands like Kubota, Husqvarna, and many more.

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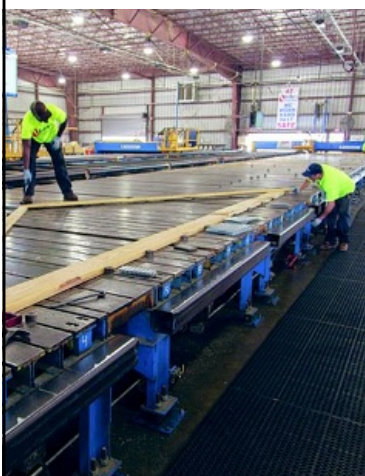
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Formed in 1988. The combined company is a powerhouse in the building products, prefabricated components, and value-added service industry, serving customers both large and small. We have approximately 550 locations in 39 states.

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Cascade serves more than 294,000 customers in 96 communities – 68 of which are in Washington and 28 in Oregon. Cascade's service areas are concentrated in western and central Washington and central and eastern Oregon.

Cascade serves a diverse territory covering more than 32,000 square miles and 700 highway miles from one end of the system to the other. Interstate pipelines transmit Cascade's natural gas from production areas in the Rocky Mountains and western Canada.

Throughout our service areas, our mission is to be an integral part of the community with a firm commitment to being there when you need us. Through our friendly and dedicated employees and the services we provide, we hope you'll find we are In the Community to Serve.

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We specialize in title insurance and related services required for settlement by the real estate and mortgage industries, provided by our family of companies and high quality network of Stewart policy-issuing offices. Our continued growth allows us to continue innovating and investing in key initiatives which propel us forward in the real estate space.

Stewart is committed to becoming the premier title services company. As part of that commitment, we strive to ensure our customers and partners have the best experience while working with us. Whether you're working with us on a residential or commercial transaction, or are a home buyer or seller or service provider, it's our goal to make your transaction as smooth and seamless as possible.

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**Know what's below.
Call before you dig.**

Help keep your community safe!

TOP TIPS FOR WINTERIZING YOUR HOME



Emergency repairs and high heating bills are every home owner's worst nightmare. Help prevent both winter weather scenarios by following these home maintenance tips in the fall.

- Check for gaps in insulation or crawl spaces that expose pipes to cold air and the risk of freezing and bursting.
- Have your heating system checked by a licensed technician before cold weather requires daily use.

- Block drafts around doors, windows and baseboards with weather stripping, window film and caulk to control heat loss.
- Install storm doors and windows to improve energy-efficiency and keep drafts at bay.
- Have a licensed chimney sweep clean your chimney to prevent the risk of a fire from creosote buildup or blockages.

- Spray door locks with powdered-graphite lubricant to prevent freezing and sticking.
- Flush the water heater to get rid of built up sediment that impacts efficiency.
- Check smoke detector batteries and install carbon monoxide detectors.
- Inspect the dryer vent for debris.

National Association of Home Builders

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What You Should Know About **Hiring a Contractor, Remodeler, or Handyman**

Are you planning to hire someone to work on your home or property? **You need to Hire Smart.**

We don't usually think about financial risks when planning a home repair or remodeling project. Yet each year, L&I hears from hundreds of homeowners who've hired someone claiming to be a "contractor."

The vast majority of Washington contractors are honest, skilled, and focused on satisfying their customers. But they also would agree that consumers need to be careful. The financial consequence of a bad or abandoned job can be devastating for any homeowner.

What can you do to protect yourself? Make sure you hire a registered contractor.

Contractors **ARE** required to be registered in Washington if they are:

- Doing any work that "adds to or subtracts from real estate."
- Providing advice or consultation on a construction project.
- Developing residential property or "flipping" houses.

Contractors **ARE NOT** required to be registered if they are providing services such as:

- Gutter cleaning.
- Pruning or lawn care.
- Window washing.



What is a registered contractor?

A registered contractor must maintain a surety bond, have liability insurance, and have a Washington business license. All information is available online: www.Lni.wa.gov/Contractors.

Washington state *does not* require contractors to pass a competency or skills test to become registered (though L&I does test and license electricians and plumbers.) Still, it is not legal for anyone to perform work, advertise, or submit bids without being a registered contractor.



Washington State Department of
Labor & Industries

How do bond and insurance requirements in Washington contractor laws help protect homeowners?

- **They give you financial recourse:** Required *bonds* give homeowners some financial recourse if the job is left unfinished or you are not satisfied with it. In these cases, you may take civil action in Superior Court against a contractor's bond. General contractors must post a \$12,000 bond, and specialty contractors, such as painters or landscapers, a \$6,000 bond.
- **They can cover damage:** The contractor's required general *liability insurance* coverage of \$50,000 covers damage to your property; the \$200,000 public liability insurance covers other personal damages.
- **They provide a 'known' business to work with:** A required current Washington *business license* ensures the contractor is not a 'fly by night' company and — if the contractor has employees — they are covered by workers' compensation insurance, obtained through L&I.

Note: You may ask to see your contractor's liability insurance policy

This will help you verify what it covers. Many liability insurance policies for contractors include '*construction defect*' clauses and/or '*exclusions for work outside of the contractor's normal business practices*'. Reviewing your contractor's policy with your own insurance agent may be advisable, especially for larger projects.

Check out www.ProtectMyHome.net

It's L&I's online toolbox for homeowners looking for the right contractor, where you can:

- Verify a contractor's Washington registration.
- Find out how long they've been registered and if they have workers' compensation insurance for any employees they may have on your property.
- Check for any pending or past legal actions against the contractor and their bonding company, other business names used in the past, and any past infractions.
- Download a copy of our *Hire Smart Worksheet*.
- Get step-by-step advice on how to hire a contractor.



Before you hire a contractor or remodeler:

Hire smart. L&I can help.

1. Verify their contractor registration.
2. Get three written bids.
3. Don't pay in full until the job gets done.

For more "Hire Smart" tips, go to:
www.ProtectMyHome.net



Laura Yoder

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Greg Berg

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Derek Baker

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LOOK FOR THE REALTOR® BRAND WHEN BUYING OR SELLING

Why You Should Work With a REALTOR®

Not all real estate practitioners are REALTORS®.

The term REALTOR® is a registered trademark that identifies a real estate professional who is a member of the NATIONAL ASSOCIATION of REALTORS® and subscribes to its strict Code of Ethics. Here are nine reasons why it pays to work with a REALTOR®.

1. YOU'LL HAVE AN EXPERT TO GUIDE YOU THROUGH THE PROCESS.

Buying or selling a home usually requires disclosure forms, inspection reports, mortgage documents, insurance policies, deeds, and multi-page settlement statements. A knowledgeable expert will help you prepare the best deal, and avoid delays or costly mistakes.

2. GET OBJECTIVE INFORMATION AND OPINIONS.

REALTORS® can provide local community information on utilities, zoning, schools, and more. They'll also be able to provide objective information about each property. A professional will be able to help you answer these two important questions: Will the property provide the environment I want for a home or investment? Second, will the property have resale value when I am ready to sell?

3. FIND THE BEST PROPERTY OUT THERE.

Sometimes the property you are seeking is available but not actively advertised in the market, and it will take some investigation by your REALTOR® to find all available properties.

4. BENEFIT FROM THEIR NEGOTIATING EXPERIENCE.

There are many negotiating factors, including but not limited to price, financing, terms, date of possession, and inclusion or exclusion of repairs, furnishings, or equipment. In addition, the purchase

agreement should provide a period of time for you to complete appropriate inspections and investigations of the property before you are bound to complete the purchase. Your agent can advise you as to which investigations and inspections are recommended or required.

5. PROPERTY MARKETING POWER.

Real estate doesn't sell due to advertising alone. In fact, a large share of real estate sales comes as the result of a practitioner's contacts through previous clients, referrals, friends, and family. When a property is marketed with the help of a REALTOR®, you do not have to allow strangers into your home. Your REALTOR® will generally prescreen and accompany qualified prospects through your property.

6. REAL ESTATE HAS ITS OWN LANGUAGE.

If you don't know a CMA from a PUD, you can understand why it's important to work with a professional who is immersed in the industry and knows the real estate language.

7. REALTORS® HAVE DONE IT BEFORE.

Most people buy and sell only a few homes in a lifetime, usually with quite a few years in between each purchase. And even if you've done it before, laws and regulations change. REALTORS®, on the other hand, handle hundreds of real estate transactions over the course of their career. Having an expert on your side is critical.

8. BUYING AND SELLING IS EMOTIONAL.

A home often symbolizes family, rest, and security — it's not just four walls and a roof. Because of this, home buying and selling can be an emotional undertaking. And for most people, a home is the biggest purchase they'll ever make. Having a concerned, but objective, third party helps you stay focused on both the emotional and financial issues most important to you.

9. ETHICAL TREATMENT.

Every member of the NATIONAL ASSOCIATION of REALTORS® makes a commitment to adhere to a strict Code of Ethics, which is based on professionalism and protection of the public. As a customer of a REALTOR®, you can expect honest and ethical treatment in all transaction-related matters. It is mandatory for REALTORS® to take the Code of Ethics orientation and they are also required to complete a refresher course every four years.



SPECIALTY CONCRETE**Jana and Rick Vitus**

Specialty Concrete is locally owned and operated in Kelso, WA. We are dedicated to offering the highest quality concrete in an expedient manner. We offer concrete delivery that is pre-mixed and metered on-site. This is the most efficient and environmentally friendly way to pour concrete.

We service the greater SW Washington and Oregon areas. Our dedicated team is committed to servicing our customers with excellence and professionalism. Our crew has loads of experience in the concrete and construction industry. Our goal is to provide you with quality fresh concrete delivered to your job site, on time. Our drivers are the best in the industry, and we couldn't be more proud to have this team to service you. They are professional, dependable, honest and knowledgeable.

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www.specialtyconcrete.com



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WINDERMERE REAL ESTATE**Kevin Campbell**

Our Realtors have been serving Longview, Kelso, and the greater Cowlitz County for more than 20 years! Windermere Kelso / Longview is the home of Real Estate Experts who are constantly serving clients better than the competition. We have a Full Staff to support our agents, both inside the office and out. Windermere Real Estate has a full time Market Economist on staff (Mathew Gardner).

We have some phenomenal staff in the office; an Office Manager with nearly 20 years' experience ensures that your transactions are 100% right (the first time!), and also a Marketing Coordinator that assists Agents with reaching the right audience at the right time so we can ensure that we are selling the properties that we list as well as finding people who want a more human buying process.

Real Estate / Realtor
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emailus@windermere.com



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COMMERCIAL

Message from the President

When the National Association of REALTORS® (NAR) board of directors met in Washington, D.C. back in 2011, they did something remarkable by voting to enhance the performance standards of all 1,224 local REALTOR® Boards and all 50 state association of REALTORS®. Failure to comply with any of these standards by any association is punishable by revocation of an association's charter. Even more remarkable is that this was the second time in two years that NAR had done this (the first in 2010), in the name of improving the Real Estate experience for all consumers.

The NAR is the largest trade association in America, with over 1 million members, and when you find a behemoth sized organization that can and will raise the bar on itself, it is really quite extraordinary. The NAR wasn't forced to do this, no law was passed, no court order was imposed and no regulatory agency rule was dictated. They, as a national association, did this in order to push our local associations and our individual members to be better in every way. They did this to ensure that every REALTOR® was pushed to grow in competency and ethics to have a direct, positive impact on the consumer experience.

This raising of the bar is called the "Core Standards Initiative" and it has been adopted by every local and state association across our great country. These Core standards consist of six specific categories: code of ethics, advocacy, consumer outreach, unification efforts and support of the REALTOR® organization, technology adoption and financial solvency.

Why does this matter, you ask? It matters because every member in the Lower Columbia Association of REALTORS®, which covers Cowlitz, Wahkiakum and Pacific counties, is being held to a higher standard of professional development than non-member offices. It matters because you should want to have the largest financial transactions in your life managed and negotiated by a REALTOR® not just

a real estate agent. It is important to remember that even though all REALTORS® are real estate agents, not all real estate agents are REALTORS®.

At the Lower Columbia Association of Realtors® (LoCAR), we are focused on making sure that our members are supported through continuing education opportunities and that they have met their CORE and ethics requirements so that we can keep the best of the best working for every buyer and seller in Cowlitz, Wahkiakum and Pacific counties. We are supported by the largest state association in Washington known as Washington REALTORS® (WR), and we are grateful for their support and direction to ensure that we function at a "best practices" levels.

We know that as three associations (NAR/WR/LoCAR) we are better collectively because our focus is the enhancement and training of every licensed REALTOR®. We know that as a collective we can push for, and get, better trained REALTORS® in front of consumers which creates a better environment inside the process of buying and selling homes. From national trends and issues on the horizon, to state forms training and government actions in Olympia, to local building trends and development issues, we are stronger as a group because we can see the larger picture. Whether it is from a 50,000 ft. level or from the mountain tops or from a "boots on the ground" perspective, all three associations are on the lookout at all times. We do this so that we can be the best advocates for our clients whether they be family, friends, referrals online leads or strangers who walk through the doors of our local office.

In the future, please remember that the REALTOR® trademark means something. It means that you are working with a real estate agent who is being held to a higher standard of conduct and training. That you are working with an agent who is investing in themselves financially to make sure that you as the consumer have the



best experience possible when you buy or sell a home, second home, investment or commercial property. You are working with a person who gives back to their community because giving back matters.

We who are members of the Lower Columbia Association of REALTORS®, are profoundly thankful for your continued trust and business in our three county area. We look forward to continued success in helping you with all of your real estate needs and welcome you home to Cowlitz, Wahkiakum or Pacific counties!

To your real estate success,

Eric Pucci

LoCAR Board President 2021

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WINTER LANDSCAPING TIPS

Tips on care and maintenance of your yard, even during winter months...



With winter's arrival, many homeowners are putting away their lawnmower and gardening tools and getting ready to relax for the cold months ahead – but think again. There are still a few things homeowners can do during the winter that will help ensure a beautiful green lawn and garden once spring arrives.

"Basic lawn care and tree pruning during the winter will save consumers extra trips to the hardware store, time and money down the road," said Ashton Ritchie, lawn and garden expert for Scotts Miracle-Gro. "The winter is the perfect season to plan for the spring."

Recommended landscaping tips include:

Winter Lawn

–Mow your lawn 1-2" shorter than you have the rest of the season to help reduce the chance of snow mold.

–Mulch leaves in your lawn down to dime-sized pieces with your lawn mower and pick up heavy branches, toys and outdoor furniture to ensure that grass receives sunlight, nutrients and water.

–Clean up dead plants and other debris from garden beds and mulch your garden area in the fall or early winter to help insulate the soil, protect tender plants and conserve water.

Tree Pruning

–Remove broken or decaying branches to increase light and air in the crown of the tree. This will help ensure a strong and healthy tree in the spring.

–Pruning helps protect against storm damage and falling limbs, particularly a concern for trees along pedestrian paths, driveways, and surrounding buildings.

–Best time to prune is when the weather is dry and mild and after trees have shed most of their leaves.

Indoor Gardening

–Use fresh potting soil, as it is much better suited for indoor gardening than soil from your backyard.

–Don't forget to label containers when starting seeds indoors and be ready to move them into lighted areas once seedlings appear to get the most out of your seeds.

–Allow soil to dry between watering and be wary of yellow leaves as a signal that your plants may need less water.

–Position grown plants carefully near windows – the sun is lower in the sky during the winter and some plants may wither if they face too much sunlight, so move accordingly to find the right balance.

Preparing your lawn and garden for winter is one of the best ways to ensure your springtime lawn care is both manageable and affordable.

National Association of Home Builders

Putting Your **YARD TO BED**

**BY ALICE
SLUSHER**



And you thought you were finished in the garden, eh? Not quite yet. It's time for a few more chores that will give your garden a healthy, fresh start next spring.

- Clean up all plant debris from under shrubs and in gardens—helps prevent spring disease!

- Improve water drainage before the rains start. Organic matter improves the drainage of heavy clay soil. Work 3 inches of organic matter, such as chopped tree leaves, compost, and cover crops, into the top 6 inches of soil. You can also add fresh manure and grass clippings to add nitrogen to the soil, but they don't do as well in building better soil. You can till, or better yet, work fresh manure into the soil now with a grass fork so that it will compost over the winter--all pathogens will be gone by the time you plant in spring. Avoid tilling in straw, sawdust, bark, or wood chips because they will make nitrogen in the soil unavailable to plants.

- Shred piles of leaves with your mower, then add a 6 inch layer to the top of the soil, and cover it all with a tarp. It will compost in place, enrich the soil, and prevent the arduous spring weeding chores..

- Harvest any green tomatoes--wipe them down, discard damaged fruit. Place them in a box and cover lightly with paper towels. Soon you'll have yummy red tomatoes!

- Mulch your asparagus, rhubarb, roses, rhododendrons, azaleas, and other tender shrubs to protect from winter injury.

- Cut down all your perennial plants--the ones that come up every year--to prevent wind damage and reduce plant disease from rotting leaves and stems.

- Clean up your garden tools; oil and sharpen them before stowing away for the winter.

- Fall is the best time to plant new ground cover, trees, and shrubs. It's also time to plant garlic for next spring.

- You can divide many perennials now. Dig them up, divide the roots with a knife or shovel, and replant.

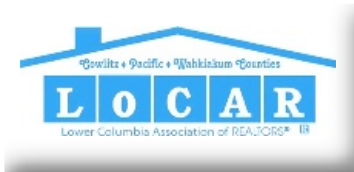
- If you have any dahlias, gladiolas, or tuberous begonias, carefully dig them up, clean off excess soil, let them sit on a newspaper for a couple weeks until the stem and leaves dry up and fall off. Place them in a lidded cardboard box filled with dry, clean peat moss, sawdust or vermiculite and place in a cool, dry, dark place that doesn't freeze until next spring.

- Fruit trees--it's essential to clean up all plant debris from under trees, as they harbor diseases that will affect your trees in the spring. You can help prevent leaf curl in the spring on peaches, nectarines by applying a fungicide containing chlorothalonil (Daconil), such as Bonide Fung-onil or GardenTech now.

- Bring your hanging baskets of fuschias into a dark, cool place (or somewhere they won't freeze). Water them every 3-4 weeks. They'll wither and look dead, but are actually just dormant. Cut them back in the spring, and watch them grow!

- Houseplants: Stop fertilizing them, and cut back a bit on watering. Keep them away from cold drafts and heat vents.

The Lower Columbia Association of REALTORS®



Mission Statement: The mission of the Lower Columbia Association of REALTORS® is to provide the services, education and political advocacy that help its members pursue a successful real estate career. LoCAR is dedicated to promoting its membership, to enforcing the REALTORS® Code of Ethics, and to preserving private property rights.

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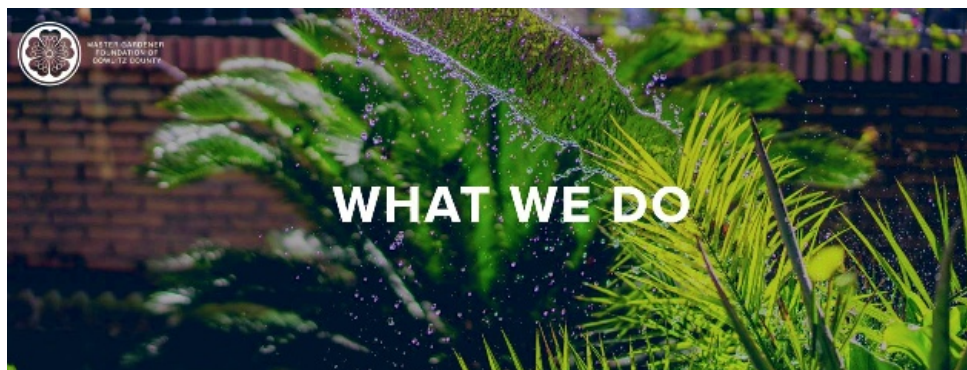


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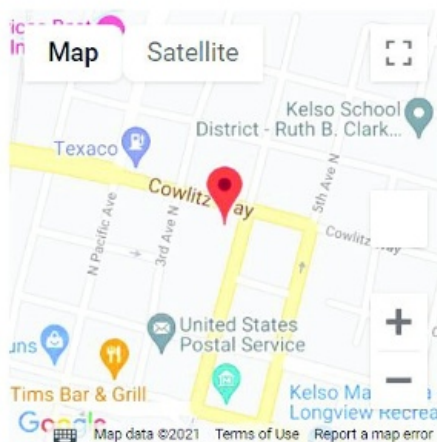
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On Tuesdays at 12:00 pm, and Wednesdays at 6:00 pm, WSU Master Gardeners present weekly on-line free programs. No need to register, just pop in. Connection information

(YOU MUST HAVE A ZOOM ACCOUNT!--sign up for one at zoom.us), then join from PC, Mac, Linux, iOS, or Android from this link: <https://wsu.zoom.us/j/7756056320...> Meeting ID: 775 605 6320

Password: 12345 Phone Call: +1 253 215 8782, 775 605 6320#

For help, call Gary Fredricks at garyf@wsu.edu or 360-577-3014 Ext. 3.

ALL GARDENERS WELCOME!

Master Gardener Foundation of Cowlitz County

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OH DEER!

BY ALICE
SLUSHER



When we first moved to our rural home in the PNW, we were thrilled to watch the deer amble along their footpaths across our property. However, my love affair with deer ended when we returned home from an extended vacation and discovered that every one of the arborvitae in the hedge my husband planted was severely “sculpted” by my former friends. It’s still a love-hate relationship with them—we share the land with them, but really wish they’d eat something other than what we plant! Here are some tips from experts.

What doesn’t work?

Old wives tales persist about coyote (or human) urine, sulfur, human hair, animal pooh, and my favorite, Irish Spring soap. “Ultrasonic” devices are a complete waste of money. Even dangling pie pans or other moving noisemakers may work for a while, but become ineffective when deer get used to them. Mothballs may work briefly, but are extremely toxic to humans and wildlife, as well as being illegal to use.

So what works?

Exclusion! The only deer-proof plant is behind a sturdy 7-8 foot fence. Remember-deer would rather climb under a fence than jump over it, so make sure the bottom of the fence is secure. Electric fences work well, but again, not always practical. Here’s an interesting

fact: Deer don’t like crowded spaces where a safe landing isn’t a sure thing. You may be able to economize with a shorter fence around a densely planted raised bed garden area because of the visual-crowding effect.

But let’s look at other options. Something to keep in mind, however: if there are enough deer and they are hungry enough, all bets are off. Plant deer resistant plants. Check plant tags before you buy. Ones with thorns or spines or are bitter tasting work well. Try planting pungent-smelling plants like garlic, sage, mint or catnip around the plants you’re trying to protect. There are repellent products with a bitter taste that may be useful.

Motion-sensor water sprays, lights, rotating owl figures, or noisemakers may discourage deer, but to remain effective, they should be moved around frequently so the deer don’t become accustomed to them. Repellents can be sprayed on. Foul smells are usually more effective than those that taste bitter. There are many products that use garlic, egg, and blood products to create a repellent. Most of these are expensive and need to be reapplied frequently, especially in our rainy winters—the hungriest time of year for deer. Follow the instructions on the label for best results.

Researchers at the University of Florida have recently conducted some studies and recommend PlotSaver as one of the longer lasting repellents. Another surprising result from the same studies: they recommend spreading pelleted Class A biosolids as a repellent. Using biosolids reduced foraging for more than a month before reapplication was needed. This is a very safe and effective soil conditioner/slow release fertilizer that is great for your plants (most farmers use this on their fields), easy to apply, and the deer seem to hate it. UF recommends using 125-250 pounds/acre or 1-2 pounds/20 square foot. We are very fortunate to have this resource available for FREE in our area. If you’d like to know more about it, contact Three Rivers Regional Wastewater Authority, 360-577-2040. To learn more about Class A biosolids, Google, “WSU Using Biosolids in Gardens and Landscapes.”

I’m reminded of a lovely visit early last spring. A mama deer brought to two tiny spotted fawns into our front yard early one morning. I was absolutely entranced when I saw them, until they lifted their heads in unison to gaze at me from my planting bed, their mouths full of my deer-resistant sedum! Sigh... you can’t win them all!



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WHY USE A REALTOR®?

Homebuying is an important investment and complex process. Selling requires care and expertise. Consult a local expert.

People use the terms REALTOR® and real estate agent interchangeably, but that is incorrect. There are differences between REALTORS® and real estate agents. They are not the same. Although both are licensed to sell real estate, the major difference between a real estate agent and a REALTOR® is a REALTOR® is a member of the National Association of REALTORS®. As such, the main difference that you hear a lot about — but are likely confused about — is that a REALTOR® must subscribe to the REALTOR® Code of Ethics. But what does this mean to a consumer?

The Code of Ethics is strictly enforced by local real estate boards. The Code contains 17 Articles and various underlying Standards of Practice. It's not just a bunch of rules that agents swear to uphold and adhere to. The Standards are much more restrictive and confining as to conduct than those state guidelines governing agents who simply hold a real estate license.

Here are 17 things that a REALTOR® promises to do that non-affiliates do not:

#1) Pledge to put the interests of buyers and sellers ahead of their own and to treat all parties honestly.

#2) Shall refrain from exaggerating, misrepresenting or concealing material facts; and is obligated to investigate and disclose when situations reasonably warrant.

#3) Shall cooperate with other brokers/agents when it is in the best interests of the client to do so.

#4) Have a duty to disclose if they represent family members who own or are about to buy real estate, or if they themselves are a principal in a real estate transaction, that they are licensed to sell real estate.

#5) Shall not provide professional services in a transaction where the agent has a present or contemplated interest without disclosing that interest.

#6) Shall not collect any commissions without the seller's knowledge nor accept fees from a third-party without the seller's express consent.

#7) Shall refuse fees from more than one party without all parties' informed consent.

#8) Shall not co-mingle client funds with their own.

#9) Shall attempt to ensure that all written documents are easy to understand and will give everybody a copy of what they sign.

#10) Shall not discriminate in any fashion for any reason on the basis of race, color, religion, sex, handicap, familial status, or national origin.

#11) Expects agents to be competent, to conform to standards of practice and to refuse to provide services for which they are unqualified.

#12) Must engage in truth in advertising.

#13) Shall not practice law unless they are a lawyer.

#14) Shall cooperate if charges are brought against them and present all evidence requested.

#15) Agree not to bad mouth competition and agree not to file unfounded ethics complaints.

#16) Shall not solicit another REALTOR'S client nor interfere with a contractual relationship.

#17) Shall submit to arbitration to settle matters and not seek legal remedies in the judicial system.

The National Association of REALTORS® was founded in 1908 and has more than one million members.

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




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CARLSON'S HEATING & AIR CONDITIONING INC.

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CASCADE ELECTRIC SERVICE LLC

Robert McGowan
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CASCADE NATURAL GAS

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CASCADE TITLE COMPANY

LeeRoy Parcel
1425 Maple Street
Longview, WA 98632.....360-425-2950

CATLIN PROPERTIES INC

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COLUMBIA RIVER CARPET ONE

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COWLITZ COUNTY BUILDING & PLANNING

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COWLITZ COUNTY REGIONAL CONFERENCE CENTER

1900 7th Ave
Longview, WA 98626.....360-577-3121

COWLITZ COUNTY TITLE

Steve Quaife
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Longview, WA 98632.....360-423-5330

COWLITZ DIKING IMPROVEMENT DISTRICT I

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COWLITZ COUNTY FENCE

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Longview, WA 98632.....360-577-6110

COWLITZ PUD

Colleen Neel
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COWLITZ RIVER RIGGING INC.

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DAILY NEWS THE

Dave Cuddihy
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DALE MCGHEE & SONS WELL DRILLING INC

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DARREN SANDBERG GENERAL CONTRACTOR INC.

Darren Sandberg
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DAY WIRELESS

Chris Tate
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DEROSIER TRUCKING

Scott DeRosier
3627 Pleasant Hill Rd.
Kelso, WA 98626360-577-1636

E

EAGLE CLIFF NW LLC

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Cathlamet, WA 98612.....360-575-8866

LCCA HOME PROS A TO Z DIRECTORY

ELITE CONTRACTING

Bobby Davis
1332 Vandercook Way #B
Longview, WA 98632.....360-431-7470

ELOCHOMAN MILLWORK INC.

Robert L. Jungers
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Cathlamet, WA 98612.....360-795-3637

ENTEK CORP

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1021 Columbia Blvd.
Longview, WA 98632.....360-423-3010

ERICKSON GLASS CO.

Dave Erickson
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F

FELTON'S HEATING & COOLING INC.

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PO Box 717
Longview, WA 98632.....360-577-5871

G

GALE REW CONSTRUCTION

Nicole Banegas
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Richland, WA 99354.....541-297-3425

GREEN MOUNTAIN FABRICATION, INC.

Page Burch
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Woodland, WA 98674.....360-828-0939

GRO-N-CONTROL

Amanda Lamb
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H

HARGROVE FENCE CO

Jim Hargrove
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Longview, WA 98632.....360-270-5115

HERITAGE CONSTRUCTION CARE INC.

Randy Joslen
1425 Alabama St Ste G
Longview, WA 98632.....360-578-9125

HOPE STREET HOUSING

Larry Wood
1991 38th Avenue
Longview, WA 98632.....360-751-5789

J

J. L. STOREDAHL & SONS INC.

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2233 Talley Way
Kelso, WA 98626360-636-2420

JAMMIE'S ENVIRONMENTAL INC.

Jammie D. Scott
128 Industrial Way
Longview, WA 98632.....360-577-5691

JH KELLY INC.

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K

K. L. FERGUSON CONSTRUCTION

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LAKE SIDE INDUSTRIES

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PACIFIC TECH CONSTRUCTION INC.

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PERFORMANCE SHEET METAL INC.

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PLATINUM INDUSTRIAL INC

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RAWHIDE ELECTRIC SERVICES LLC

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Longview, WA 98632.....360-382-1180

RD OLSON MANUFACTURING INC.

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SELIX CABINETS INC

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Kelso, WA 98626360-577-8535

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THREE RIVERS INDUSTRIAL MACHINE

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TWIN CITY SERVICE Co

Karen Cain
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WORLD KINECT ENERGY SERVICES

Katie Justin
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ACOUSTICAL TILE

BLAM SPECIALTIES INC.....360-225-9010
NIPP & TUCK.....360-425-1256

ADA IMPROVEMENTS

CASCADE PACIFIC CONCRETE360-887-2211

ADVERTISING/MARKETING PUBLICATIONS

THE DAILY NEWS360-577-2500
KELSO LONGVIEW CHAMBER
OF COMMERCE360-423-8400
KLOG - KUKN - 101.5 THE WAVE RADIO.....360-636-0110

ANSWERING SERVICE

ADVANCED MESSAGING & DISPATCH.....360-425-6736

ASPHALT/PAVING/MATERIALS

BAKER CONSTRUCTION360-274-2656
LAKESIDE INDUSTRIES360-423-6882
NASELLE ROCK & ASPHALT COMPANY.....360-484-3443

ATTORNEY'S

MORSE BRATT ANDREWS & TERRY PLLC
.....360-213-2040
WALSTEAD MERTSCHING360-423-5220

AUTO PARTS & SERVICE

BUD CLARY AUTO GROUP360-423-1700
MCCORD'S DODGE CHRYSLER JEEP RAM
.....360-261-7258

AUTO SALES

BUD CLARY AUTO GROUP360-423-1700
MCCORD'S DODGE CHRYSLER JEEP RAM
.....360-261-7258

AUTOMATED ENTRY SYSTEMS

COWLITZ FENCE CO.....360-577-6110
DAY WIRELESS.....360-425-1085

BACKFLOW TESTING

SESSIONS PLUMBING & HEATING360-636-0070

BANKS/MORTGAGE LENDERS

UMPQUA BANK HOME LENDING.....360-575-3820

BANQUET/CATERING FACILITIES

COWLITZ COUNTY REGIONAL
CONFERENCE CENTER.....360-577-3121

BOILER INSTALLATION /REPAIRS

FELTON'S HEATING & COOLING INC.360-577-5871

BONDING

WALKER INSURANCE AGENCY.....360-200-5287

BUILDER/DEVELOPER SERVICES

LEXAR HOMES.....360-807-1849
RIDGELINE CONSTRUCTION.....360-200-1716
SRD ENTERPRISES LLC.....360-578-9922
STEWART TITLE.....360-575-9845

BUILDING & PLANNING PERMITS

COWLITZ COUNTY BUILDING & PLANNING
.....360-577-3052
KELSO COMMUNITY DEVELOPMENT...360-423-9922
LONGVIEW COMMUNITY DEVELOPMENT
.....360-442-5086
LEXAR HOMES.....360-807-1849

BUILDING MATERIALS

BAKER LUMBER.....360-423-3900
BUILDER'S FIRSTSOURCE360-425-1950
PARR LUMBER360-887-7277

CABINETS

SELIX CABINETS.....577-8535

CARPET CLEANING

SERVPRO OF LONGVIEW/KELSO...360-703-3884

CLOSETS

SELIX CABINETS INC.....360-577-8535

COMMERCIAL DEVELOPMENT

MOUNTAIN VIEW CONTRACTING360-578-2100
WOODFORD CRE360-501-5500

COMMERCIAL FLEET

MCCORD'S DODGE CHRYSLER JEEP RAM
.....360-261-7258

COMMERCIAL PROPERTY MANAGEMENT

CATLIN PROPERTIES.....360-636-2897

COMMERCIAL REFRIGERATION

B & M HEATING & AIR CONDITIONING .360-577-3633
FELTON'S HEATING & COOLING INC.360-577-5871
TWIN CITY SERVICE COMPANY.....360-425-3320

COMMUNICATIONS

ADVANCED MESSAGING & DISPATCH ..360-425-6736
THE DAILY NEWS360-577-2500
DAY WIRELESS360-425-1085

COMPLIANCE TRAINING

SHIELD OF ARMOR SAFETY360-915-6115

CONCRETE COMMERCIAL

CASCADE PACIFIC CONCRETE.....360-887-2211
SPECIALTY CONCRETE360-577-4555

CONCRETE RED-MIX

CALPORTLAND360-423-8230
SOUND PLACEMENT SERVICES LLC....360-274-7675
SPECIALTY CONCRETE360-577-4555

CONCRETE RESIDENTIAL

CALPORTLAND360-423-8230
K. L. FERGUSON CONSTRUCTION360-577-1789
SPECIALTY CONCRETE360-577-4555

CONCRETE STRUCTURAL

CASCADE PACIFIC CONCRETE.....360-887-2211

CONFLICT RESOLUTION /LAND DISPUTE

MORSE BRATT ANDREWS & TERRY PLLC
.....360-213-2040
WALSTEAD MERTSCHING360-423-5220

CONSTRUCTION LOANS

UMPQUA BANK HOME LENDING.....360-575-3820

COPIER SALES/SERVICES

OFFICE SYSTEMS.....360-578-2100

COUNTER TOPS

COLUMBIA RIVER CARPET ONE.....360-425-8404

CRANE

STAR RENTALS.....360-575-9000

DECKS

BAKER LUMBER.....360-423-3900
BAKER CONSTRUCTION.....360-274-2656
PARR LUMBER360-759-1834

DEMOLITION

P. R. WORTH EXCAVATION.....360-636-4296

DESIGN SERVICES

NEWROCK HOMES.....360-423-5151
RIDGELINE CONSTRUCTION360-200-1716

DOORS - GARAGE

OVERHEAD DOOR.....360-423-3470

DOORS COMMERCIAL/INDUSTRIAL

ELOCHOMAN MILLWORK INC.360-795-3637
OVERHEAD DOOR.....360-423-3470
TWIN CITY GLASS COMPANY INC.....360-425-4540

DOORS RESIDENTIAL

BUILDER'S FIRSTSOURCE360-425-1950
ELOCHOMAN MILLWORK INC.360-795-3637
PARR LUMBER360-759-1834
OVERHEAD DOOR.....360-423-3470

DRYWALL/SHEETROCK

BLAM SPECIALTIES INC.360-225-9010
NIPP & TUCK360-425-1256
PNE CORP/PNE CONSTRUCTION/CCS360-423-2245

DUST CONTROL SYSTEMS

PERFORMANCE SHEET METAL INC.360-636-5990

ECONOMIC DEVELOPMENT

KELSO COMMUNITY DEVELOPMENT.....360-423-9922
KELSO LONGVIEW CHAMBER
OF COMMERCE360-423-8400
LONGVIEW COMMUNITY DEVELOPMENT
.....360-442-5086

EDUCATION CLASSES/SEMINARS

SUNSTATE EQUIPMENT503-914-0060

ELECTRICAL

BUSACK ELECTRIC INC.360-414-0144
CASCADE ELECTRIC SERVICE LLC360-425-0600
COWLITZ PUD360-423-2210
ENTEK CORP360-423-3010
QUALIFIED ELECTRICIANS503-702-5110
RAWHIDE ELECTRIC SERVICES LLC360-382-1180
RENAUD ELECTRIC HEATING
& COOLING360-423-1420
VERTECHS, LLC360-200-6650

ELECTRICAL LOW VOLTAGE

BUSACK ELECTRIC INC.360-414-0144
QUALIFIED ELECTRICIANS503-702-5110

EMPLOYMENT SERVICES -TEMP LABOR

AMERICAN WORKFORCE GROUP INC.....360-200-4900
WORKSOURCE COWLITZ/WAHIAKUM.....360-578-4259

ENERGY - ALTERNATIVE

WORLD KINECT ENERGY SERVICES.....253-627-6179

ENERGY EFFICIENCY PROGRAMS

COWLITZ PUD360-423-2210

EQUIPMENT RENTAL/SALES

EAGLE CLIFF NW LLC.....360-575-8866
PETERSON MACHINERY360-423-5760
SUNSTATE EQUIPMENT CO.....503-914-0060
STAR RENTALS.....360-575-9000
UNITED RENTALS360-425-2350
WATKINS TRACTOR & SUPPLY COMPANY..360-423-7220

ESCROW SERVICES

CASCADE TITLE COMPANY360-425-2950
COWLITZ COUNTY TITLE360-423-5330
STEWART TITLE360-575-9845

ESTATE PLANNING

WALSTEAD MERTSCHING360-423-5220

EXCAVATING

C & R TRACTOR & LANDSCAPING INC.....360-577-8288
EAGLE CLIFF NW LLC.....360-575-8866
P. R. WORTH EXCAVATION.....360-636-4296
TIM BROWN CONSTRUCTION.....360-274-4422

FENCING MATERIAL SALES/INSTALLATION

A & J FENCING360-771-4754
COWLITZ FENCE CO.....360-577-6110
HARGROVE FENCE CO360-270-5115
WATKINS TRACTOR & SUPPLY COMPANY
.....360-423-7220

FINANCIAL PLANNING

WALKER INSURANCE AGENCY360-200-5287

FIRE SAFETY - DRY HYDRANT DESIGNS

BRIAN L HEWITT ENGINEERING360-751-3751

FIRE/WATER RESTORATION

BOB LARGE CONSTRUCTION LLC360-442-0082
HERITAGE CONSTRUCTION CARE INC.
.....360-578-9125
SERVPRO OF LONGVIEW/KELSO.....360-703-3884

FIREPLACES /STOVES SALES/INSTALLATION

WOOD FAMILY HEATING LLC.....360-200-6090
WOODSTOVE WAREHOUSE.....360-425-7248

FLOOR COVERING

COLUMBIA RIVER CARPET ONE.....360-425-8404

FUEL/DIESEL CARD LOCK

PNE CORP/PNE CONSTRUCTION/CCS360-423-2245
WORLD INECT ENERGY SERVICES253-627-6179

GATES/HANDRAILS/PILLARS

A&J FENCING360-771-4754
HARGROVE FENCE CO360-270-5115
COWLITZ FENCE CO.....360-577-6110

GENERAL CONTRACTORS

ALL PHASE CONSTRUCTION360-636-6086
BROTHERS PIPELINE CORP360-864-8780
BUTLER CONSTRUCTION SERVICES INC.
.....360-423-6176
DARREN SANDBERG.....360-636-2976
HERITAGE CONSTRUCTION CARE INC.360-578-9125

GENERAL CONTRACTORS COMMERCIAL/INDUSTRIAL

BOB LARGE CONSTRUCTION LLC360-442-0082
GALE REW CONSTRUCTION.....541-297-3425
JH KELLY INC.360-423-5510
MOUNTAIN VIEW CONTRACTING360-578-2100
NEWROCK HOMES.....360-423-5151
PNE CORP/PNE CONSTRUCTION/CCS360-423-2245
PACIFIC TECH CONSTRUCTION INC.....360-414-8084

GENERAL CONTRACTORS REMODEL

ALL PHASE CONSTRUCTION360-636-6086
BOB LARGE CONSTRUCTION LLC360-442-0082
BUTLER CONSTRUCTION SERVICES INC.360-423-6176
CASCADE ELECTRIC SERVICE LLC360-425-0600
GALE REW CONSTRUCTION.....541-297-3425
HERITAGE CONSTRUCTION CARE INC.360-578-9125

GENERAL CONTRACTORS RESIDENTIAL

AFFORDABLE CONSTRUCTION & PLUMBING INC.
.....360-261-0866
ALL PHASE CONSTRUCTION360-636-6086
DARREN SANDBERG GENERAL CONTRACTOR INC.
.....360-636-2976
GALE REW CONSTRUCTION.....541-297-3425
HOPE STREET HOUSING LLC360-751-5789
LEXAR HOMES.....360-807-1849
MOUNTAIN VIEW CONTRACTING360-578-2100
NEWROCK HOMES.....360-423-5151
PACIFIC TECH CONSTRUCTION INC.....360-414-8084
RIDGELINE CONSTRUCTION360-200-1716
WESTWOOD ENTERPRISES LLC.....360-606-7571

GENERATORS

BUSACK ELECTRIC INC.360-414-0144
RAWHIDE ELECTRIC SERVICESLLC360-382-1180
RENAUD ELECTRIC HEATING & COOLING
.....360-423-1420
WOODS LOGGING SUPPLY INC.....360-577-8030

GLASS - AUTO/HEAVY EQUIPMENT

ERICKSON GLASS CO.360-423-7360
TWIN CITY GLASS COMPANY INC.....360-425-4540

GLASS - COMMERCIAL/RESIDENTIAL

ERICKSON GLASS CO.360-423-7360
TWIN CITY GLASS COMPANY INC.....360-425-4540

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GUTTER SALES/INSTALLATION/SERVICE

ALL TOP ROOFING INC.....360-425-5510

HANDYMAN SERVICES

BUTLER CONSTRUCTION SERVICES INC.360-423-6176
CATLIN PROPERTIES INC.....360-636-2897

HEALTH INSURANCE

CAPITAL BENEFIT SERVICES INC.....425-679-5035

HOT TUB/POOL SALES /SERVICE/SUPPLIES

WOODSTOVE WAREHOUSE.....360-425-7248

HVAC

B & M HEATING & AIR CONDITIONING360-577-3633
CARLSON'S HEATING & AIR CONDITIONING INC.
.....360-425-4888
ENTEK CORP360-423-3010
FELTON'S HEATING & COOLING INC.360-577-5871
RENAUD ELECTRIC HEATING & COOLING
.....360-423-1420
TWIN CITY SERVICE COMPANY360-425-3320

HVAC SERVICE/CLEANING /AIR QUALITY

CARLSON'S HEATING & AIR CONDITIONING INC.
.....360-425-4888

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COWLITZ RIVER RIGGING INC.360-425-6720
LG ISAACSON CO. INC.360-425-3620
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HYDROBLASTING

JAMMIE'S ENVIRONMENTAL INC.360-577-5691

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HARGROVE CONSTRUCTION360-270-5115

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INDUSTRIAL COATINGS

STEEL PAINTERS INC.360-425-7720

INDUSTRIAL SUPPLY/EQUIPMENT

COWLITZ RIVER RIGGING INC.360-425-6720
LG ISAACSON CO. INC.360-425-3620
STAR RENTALS.....360-575-9000

INSULATION

NIPP & TUCK.....360-425-1256
SAFWAY SERVICES LLC.....360-575-9366
TWO BROTHERS INSULATING, LLC.....360-773-0672

INSURANCE

BIGGS INSURANCE.....360-828-3752
WALKER INSURANCE AGENCY.....360-200-5287

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WESTWOOD ENTERPRISES LLC.....360-606-7571

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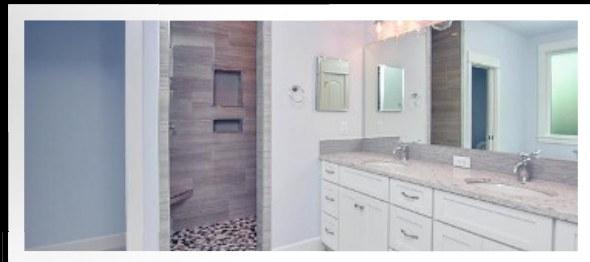
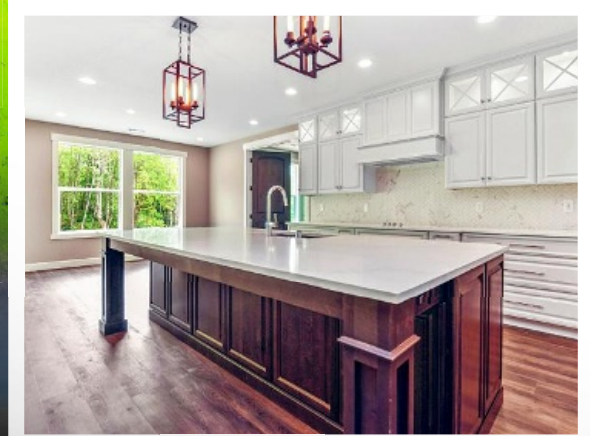
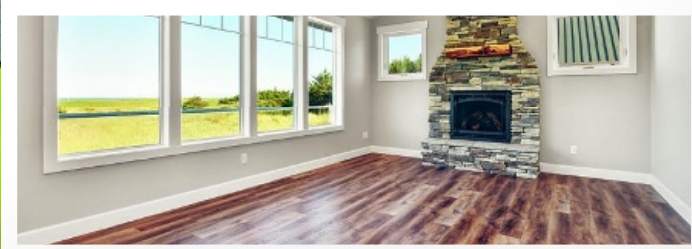
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