

***News Release***

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**National Lumber Company Recognized as Entrepreneur of  
the Year for 2016**

LAKEVILLE, MINN. - *LBM Journal*, the leading magazine for lumberyards and building material dealers in the nation, has announced that National Lumber Company, headquartered in Mansfield, Mass., has received the Entrepreneur of the Year Award for 2016 in the category of "Sales Over \$50 Million."

The prestigious award honors the 82-year history of National Lumber Company, and its 650 associates, as a company that epitomizes the entrepreneurial spirit by excelling at satisfying customers, successfully seeking out new business opportunities, enthusiastically implementing production and procedural improvements, and going all-in to embrace these enhancements for growth.

As reported in the January 2016 issue of *LBM Journal*, National Lumber Company is a third-generation family-owned business that has been serving builders, remodelers and homeowners for more than 80 years in the northeast. Co-CEOs Steven Kaitz and Margie Kaitz Seligman run the company that has almost \$300 million in sales from nine locations.

National Lumber Company was started in Roxbury, Mass. in 1934 by Morris Kaitz, grandfather of the current co-CEOs. A second location was opened in 1953 and further locations and business expansions occurred over the years. Company president Manny Pina, who has been with National Lumber Company for nearly 30 years, has spearheaded much of the growth of the company into areas such as engineered lumber products, kitchen and bath design services, engineering and design services, tool and equipment rentals, installed insulation, truss and wall panel manufacturing, custom millwork and turn-key framing, which reaches as far as Cincinnati, Ohio and as far south as Atlanta, Ga.

By persevering through difficult downturns in the economy and accelerating the company with bold product and personnel growth initiatives, National Lumber has grown successfully and in control throughout the company's history. The company now has operations in four states, including Massachusetts (Berlin, Gardner, Mansfield, New Bedford, Newton and Salem), New Hampshire (Boscawen), Connecticut (Oxford) and Rhode Island (Warwick).

"The leadership of National Lumber is set on a path of continued growth," says Margie Kaitz Seligman. "Our team does not rest. We're constantly looking for the next opportunity to fulfill the changing needs of our customers. By expanding beyond the traditional role of a

lumberyard that our grandfather established decades ago, we are putting in place the steps to assure that this company will continue to thrive in the future."

According to Rick Schumacher, editor and publisher of *LBM Journal*, the growth-oriented attitude of the team at National Lumber is a key ingredient for sustained success of the company. "This team stands as an example of what dedication, innovation and enthusiasm can do for moving a company forward," says Schumacher. "Working together there's no stopping National Lumber from enjoying year-after-year expansion as they meet the changing needs of their customers."

Started in 2005, the annual *LBM Journal* Entrepreneur of the Year awards program recognizes companies of different sizes that epitomize the entrepreneurial spirit. The fierce commitment displayed by National Lumber Company to excel and grow year-after-year made them a winner in this year's competition. For more details on the award-winning National Lumber Company, visit [www.national-lumber.com](http://www.national-lumber.com).

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### **About *LBM Journal***

Founded in 2003, *LBM Journal* has established itself as a leading magazine serving the lumber/building material distribution channel. Armed with decades of real-world experience, *LBM Journal's* editorial team delivers practical insights on topics ranging from sales/margins and operations to green building and selling to remodelers. Published 11 times per year and available both in print and digitally, *LBM Journal* also produces the *LBM Alert* and *LBM Product & Services Showcase* e-newsletters and hosts LBMJOBS.com, an industry job search tool. To learn more, visit [www.LBMJournal.com](http://www.LBMJournal.com).