



# **CONTRACTOR LUNCHEON**

**Town of Castle Rock  
Development Services Building Division  
Town Hall Council Chambers  
100 N Wilcox Street**

**May 9th, 2018 11:30 am-1 pm  
Lunch Provided by Lowes ProServices**

**Welcome – Joseph Montoya – Chief Building Official**

**Jarek Wolanski with Lowes ProServices  
Presentation**

**Combined DESC/Building Permit**

**Manual J, D, & S available for Rough Frame or  
Energy/Insulation Inspection**

**2018 Code Adoption Meeting 5/30/18  
Town Hall Council Chambers**

**Next Luncheon  
June 13<sup>th</sup> - Oakwood Homes**

**Sponsor Opportunities available for the following luncheons:  
September 12th, October 10<sup>th</sup>, November 2018  
[buildingcounter@crgov.com](mailto:buildingcounter@crgov.com)  
Permit Specialists: Diane Maki, Lynda Halterman**



## CONTRACTORS LUNCHEON

May 9, 2018  
Meeting Summary

### **Welcome:** Joseph Montoya, Chief Building Official

- Thank you to Lowes ProServices for sponsoring the luncheon.
- June 13<sup>th</sup> will be the next luncheon.
- If you would like to be on the agenda please contact Lynda or Diane.
- Listen to positive as well as negative feedback.
- Enter the drawing for the DeWalt drill and driver set.

### **Lowes ProServices:** Jarek Wolanski, Account Executive, Lowes ProServices

- Introduced his team.
- 5 & 2 Program :
  - 5% every day when you buy
  - 2% back statement credit
  - Lowes in Castle Rock offers \$20.00 delivery fee
  - Online ordering and bulk discounts
- Lowes for Pro's.com.
  - Tax Exempt
  - Create custom catalogs
  - 10% coupon for registering
- Business Replenishment Program:
  - Manage your supplies
  - Set up regular replenishment schedule
  - Free inventory shelf labels
  - Have order staged for pick, delivery or shipped via UPS
  - Many vendor partners

### **Milgard Windows and Doors:** Bruce Van Welter

- Locally made in Colorado.
- Flexibility in design.
- 2 weeks lead time on non-painted.
- 3 weeks lead time on painted.
- Drop items off at job site.

### **Combined DESC/Building Permits:** James Martino, Assistant Chief Building Official

- Effective May 1<sup>st</sup>.
- Continue to use your existing DESC permit.
- DESC will be reviewed providing a Grade Certificate is attached.
- Direct to Building permit # once the DESC permit # is frozen.
- DESC inspections will be available on building permits.

### **Manual J, D, and S available for Rough Frame/Insulation Inspections:** Joseph Montoya, Chief Building Official

- Consistency writing inspections.
- Should energy inspections be included in insulations inspections?
- Need duct size on frame inspections.

**2018 Code Adoption Meeting:** Joseph Montoya, Chief Building Official

- May 30<sup>th</sup> at 5:30 pm in Town Hall Council Chambers.
- Make sure codes are validated.
- Check if changes are done.
- Do not swap product out for other product.
- If one would like changes to code, safety is first and foremost.

**Reminders and Updates:**

- Make sure addresses are visible from the street.
- Place signs back from the curb.
- Adan Rivas, Stormwater Inspector, changes to the FCO:
  - Fee will go from \$265 to \$1250
  - Fee change will go into effect June 1st, 2018

**Next Luncheon:**

- The next Contractors Luncheon will be held on June 13<sup>th</sup> at The Millhouse and sponsored by Oakwood Homes.



# LOWE'S PROSERVICES

Account Executive of ProServices

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## Account Executive of ProServices



My name is, Jarek Wolanski, and I am a Lowe's Account Executive. My role at Lowe's as an AEP is to build partnerships with Lowe's customers helping to ensure satisfaction with Lowe's and provide you the support your company needs to get projects completed. Partly that means bidding, sourcing and partnering with your local stores to help fulfill your ordering needs.

### Benefits Of working with an AEP:

- Single point of contact for all purchasing needs
- Account Manager
- We are here to work for you



**Jarek Wolanski**  
Lowe's Companies  
Account Executive of ProServices

1-720-665-4303 Work  
jaroslaw.wolanski@lowes.com

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# QUOTE SUPPORT PROGRAM



## What is the Quote Support Program (QSP)?

- Customized quotes for maximum savings on large order requests
- From foundation to finish, maintenance & repair... all Stock and/or Special Order product quotes totaling \$1,500 or more qualify for review

## How do I take advantage of this great savings opportunity?

- Visit the ProServices Desk at your local Lowe's Store with your materials list
- A ProServices Specialist will generate a quote including Everyday Low Price, then submit the quote for volume savings review
- The majority of quotes are available within minutes

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# DELIVERY



- Flat bed curbside delivery options
- Box truck delivery options
- Appliances qualify for free delivery



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# Lowe's For Pros



## Capabilities

- ✓ Use LAR Account Online
- ✓ Variable Pricing through [www.Lowe'sForPros.com](http://www.Lowe'sForPros.com)
- ✓ Tax Exempt
- ✓ Contractor Packs
- ✓ Government Contracts
- ✓ Tablet and Smart Phone Enabled
- ✓ Purchase Approvals
- ✓ Create Custom Catalogs
- ✓ Manage Purchasing Org.



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# Business Replenishment Program



- Racking program designed and catered towards your Organization's needs.
- Inventory Control/Ordering system for material used daily.
- Dedicated Lowe's team for replenishing needs.

**GET WHAT YOU NEED,  
WHEN YOU NEED IT.**

SERVING THE PRO SINCE 1946

**Business  
Replenishment  
Program**

**Stay in stock – we'll help you do it!**

**Managing your supplies has never been easier with our Business Replenishment Program.**

Whether you work in the office, on the jobsite or out of a service vehicle, we can keep you stocked with the supplies you need and replenish when and where you need it.

**Save time and money. We'll set up a regular replenishment schedule that meets your unique needs.**

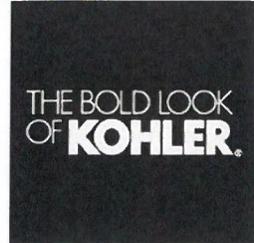
- Easy ordering and reordering with a regular replenishment schedule
- Free inventory shelf labels and order forms to make re-ordering simple
- Get a heavy-duty rack for just a penny when you order \$150 in supplies
- Have your order staged for pick up, delivered or shipped via UPS\*\*

Scan this code to see it in action!

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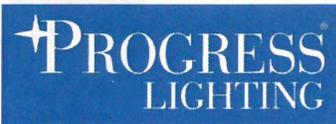
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# VENDOR PARTNERS



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# VENDOR PARTNERS



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# VENDOR PARTNERS



FRIGIDAIRE



GE APPLIANCES



BOSCH

HITACHI  
HIGH PERFORMANCE POWER TOOLS

DEWALT

CRAFTSMAN



First Alert  
for what matters most.

Diamond  
cabinetry by

KraftMaid  
Cabinetry

Shenandoah  
CABINETRY

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# VENDOR PARTNERS



TAMKO  
BUILDING PRODUCTS



LP  
BUILDING PRODUCTS



GAF



James Hardie

Sika  
Professional Grade  
Adhesives & Sealants

LENNOX

CertainTeed  
SAINT-GOBAIN

OSI  
Professional Grade  
Adhesives & Sealants

green fiber  
blow-in insulation

GacoRoof

LIQUID  
NAILS  
BRAND

ROXUL  
The Better Insulation

JM  
Johns Manville

Henry

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# VENDOR PARTNERS



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# VENDOR PARTNERS



MILGARD REPRESENTATIVE:

Bruce Van Wetter  
Outside Sales Representative  
Milgard Denver  
Cell: 720-839-9302  
Office: 303-365-5520



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# Meeting Summary



In Summary:

- Account Executive Services
- Lowe's Account Info
- QSP (Quote Support Program)
- Delivery
- [WWW.LOWESFORPROS.COM](http://WWW.LOWESFORPROS.COM)
- Business Replenishment Program
- Vendor Partners
- Thank you



# LOWE'S® BUSINESS CREDIT ACCOUNT GUIDE

BUILD YOUR SAVINGS WHILE YOU BUILD YOUR BUSINESS.

## NAHB Members



Lowe's helps you manage your business AND saves you money.

**Lowe's® Business Credit Cardholders registered with NAHB enjoy:**

- ✓ 5% Off\* Every Day purchases
- ✓ An additional 2% Back\*\* as a credit on your monthly statement
- ✓ No minimum purchases or thresholds
- ✓ No annual fee

It's easy. Visit your local Lowe's store or [Lowe'sForPros.com/NAHB](http://Lowe'sForPros.com/NAHB) to apply and/or register your account today.

A Lowe's® Business Credit Account gives you and your business two ways to save!

**5% OFF**  
EVERY DAY

When You Buy

+

**2% BACK**  
STATEMENT CREDIT

When You Pay

### Example Savings Below

WHEN YOU SPEND	WHEN YOU BUY 5%* SAVINGS	WHEN YOU PAY 2%** SAVINGS	TOTAL SAVINGS
\$5,000	\$250	\$95	\$345
\$10,000	\$500	\$190	\$690
\$20,000	\$1,000	\$380	\$1,380
\$50,000	\$2,500	\$950	\$3,450

## MORE CARDHOLDER FEATURES:



### ONLINE ACCOUNT MANAGEMENT

View, manage and pay your account online 24 hours a day.



### ITEMIZED BILLING STATEMENTS

Simplify your accounting with easy-to-read itemized statements with product-level details.



### ACCOUNT CUSTOMIZATION

Set up your Account your way.



### SPEND TRACKING

View purchase tracking by Job Name and P.O. Number.



### PURCHASING POWER

Enjoy online ordering and bulk discounts.



### NO ANNUAL FEE

Save money for your business.



### FREE GROUND DELIVERY\*

with NAHB Membership  
Convenience and savings  
with purchases of \$500 or more.

\*,\*\*!See reverse side for details.

**NAHB HOW TO APPLY & REGISTER GUIDE**

**DON'T HAVE A LOWE'S® BUSINESS ACCOUNT OR LOWE'S® ACCOUNTS RECEIVABLE?**

Choose the best option for your business and save like a PRO with 5% Off\* Every Day when you buy.

**1** Visit [Lowe'sForPros.com/NAHB](http://Lowe'sForPros.com/NAHB) to get started or visit your local Lowe's ProServices desk.

**2** Download and fill out an Application.

**3** Fax to 877-896-3839 (typical response time is within one week) or take to your local store.

**4** Once you are approved for your Lowe's® Business Credit Account, follow the cardholder steps to register for the 2%\*\* Statement Credit offer.

**CURRENTLY A LOWE'S® BUSINESS ACCOUNT OR LOWE'S® ACCOUNTS RECEIVABLE ACCOUNT HOLDER?**

Don't miss out on your exclusive way to save!

**1** Visit [Lowe'sForPros.com/NAHB](http://Lowe'sForPros.com/NAHB) to get started!

**2** Lowe's® Business Credit cardholders choose REGISTER NOW.

**3** Complete the enrollment form.

**4** That was easy! Look for your 2%\*\* Statement Credit starting soon (allow one to two billing cycles).

**Questions? Contact us at [NationalProgram@Lowe's.com](mailto:NationalProgram@Lowe's.com)**

\*5% Discount: Subject to credit approval. Get 5% off your qualifying purchase or order charged to your Lowe's® Business Account or Lowe's® Accounts Receivable. Valid for purchases in US stores, on [Lowe's.com](http://Lowe's.com) and [Lowe'sForPros.com](http://Lowe'sForPros.com). Customer must pay applicable sales tax. 5% discount will be applied after any other applicable discounts. Offer can't be combined with other credit-related promotional offers. Can't be used in conjunction with: any coupon; Lowe's military discount; Lowe's employee discount; Lowe's low price guarantee; Lowe's volume or special discount programs such as, but not limited to "QSP"; manager discretion price adjustments; contractor packs; or any other offer which expressly states it can't be combined with any other discount credit offer. Can't be used in conjunction with the following products and/or services: extended protection/replacement plans; shipping, delivery or assembly charges; fees or taxes; gift cards; Dacor®, ICON®, Fisher & Paykel®, Monogram, Smeg or Liebherr appliances (some brands not available in all markets/stores); or Weber or Kichler products. Excludes all Lowe's® Canada Credit products. We reserve the right to discontinue or alter these terms at any time.

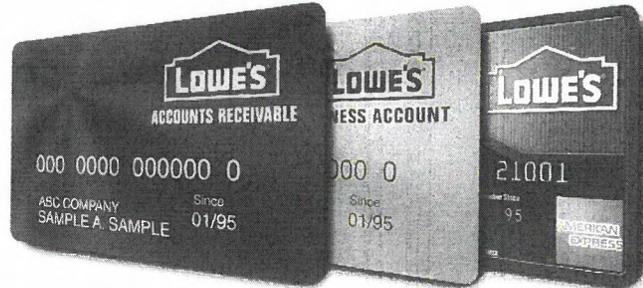
\*\*2% Discount: Can't be combined with any other statement discount. A business/company can only be affiliated with one association/group and registration for the above association supersedes all previous declarations regarding affiliation with another association/group. To be eligible for the 2% discount, you must have a valid National Association membership and a Lowe's® Accounts Receivable (LAR) or Lowe's® Business Account (LBA) per the instructions provided, make a purchase with your LAR or LBA account by 12/31/18, and comply with all terms and conditions of your LAR or LBA account agreement. Discount will not take effect until Synchrony Bank has processed your registration which can take up to two weeks. Afterward, please allow one to two complete billing cycles for your registration to be processed and for your discount to appear on your billing statement. For LAR accounts, the discount appears on your page one "Account balance summary" under the category "Unapplied payments and adjustments". If you have an LBA account, your statement credit appears at the end of the Transactions Summary labeled "Promotional Credit for using your card". The amount of the discount will be automatically deducted from the total balance on your invoice at billing. The 2% discount is applied on a pre-sales tax basis. The discount is tied to your membership with the applicable National Association. Any change in your National Association membership, or your National Association's relationship with Lowe's, may result in your discount being discontinued. The amount of the discount will be reversed for merchandise returns. Your LAR or LBA account must remain open, be in good standing and not become delinquent at the time the statement credit is applied. Excludes Lowe's® Advantage Card, Lowe's® Visa® Accounts, Lowe's Business Rewards Card from American Express and all Lowe's® Canada Credit products.

\*\*\*Offers valid in US stores, on [Lowe's.com](http://Lowe's.com) and [Lowe'sForPros.com](http://Lowe'sForPros.com). Discounts applicable to commercial purchases only. Offers/discounts provided by Lowe's and not Synchrony Bank. Subject to credit approval. Lowe's reserves the right to discontinue or alter these terms at any time.

† Some restrictions may apply. See store for details.

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# Pro Savings, they're simple.



## 5% Off\* Every Day

- when you use Lowe's® Business Credit



## Lowe'sForPros.com

- order whenever and wherever to save time and money  
- plus additional savings with exclusive insider offers



## Reduced Delivery

- and free appliance haul away for Lowe's® Business Credit customers



## Save Time Every Day with

- Business Replenishment Program\*\* – supplies when you need them
- Buy in bulk – 10-50% off on 1,000's<sup>1</sup> of items in store or online at Lowe'sForPros.com
- Get customized quotes<sup>2</sup> for bulk orders for your business

\*Get 5% Off your purchase or order made in-store, on Lowe's.com or Lowe'sForPros.com of eligible in-stock or Special Order merchandise charged to your Lowe's Business Rewards Card from American Express or Lowe's® Business Account or Lowe's® Accounts Receivable. Valid at Lowe's stores based in the United States, on Lowe's.com and Lowe'sForPros.com. Look for the discount or discounted price on your receipt. Except as set forth below, if applicable, 5% discount will be applied after all other discounts. Cannot be used in conjunction with any other coupon, discount or promotional offer including Lowe's military discounts; Lowe's employee discounts; Lowe's volume discount programs such as Quote Support Program "QSP"; government contract pricing; or any other special pricing programs. Cannot be used in conjunction with the following products and/or services: extended protection plans; shipping, assembly or delivery charges; gift cards; service purchases; previous sales; Dacor®, ICON®, Fisher & Paykel®, Monogram, Smeg or Liebherr appliances (some brands not available in all markets/stores). Weber products or Kichler. Offer is subject to credit approval. Excludes Lowe's® Consumer Credit Card, Lowe's® VISA® Accounts and all Lowe's® Canada Credit products. We reserve the right to discontinue or alter these terms at any time.

\*\*Formerly known as the Maintenance Supply Rack Program (MSR). This program is only available to our business customers. Eligible rack item #'s:101932 and 220588. Lowe's does not deliver DOT hazmat regulated items. Get a heavy-duty rack for just a penny when you purchase \$150 in supplies.

<sup>1</sup>See Contractor Pack label on products throughout the store.

<sup>2</sup>Minimum purchase required, cannot be combined with 5% Every Day offer. Visit the ProServices desk to get started.

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# Check out the more ProServices **powerful** **Lowe'sForPros.com.**

## Looking for a site built with you in mind? You got it.

We've built Lowe'sForPros.com from the ground up to be your complete e-commerce solution. Now you can make and track purchases of more than 500,000 items for your business from the convenience of your computer, tablet or smartphone.

## Customized, just the way **you want it.**

When you sign up at Lowe'sForPros.com, the site builds around your business, allowing you to:

- Create custom product catalogs or requisition lists for quick sourcing.
- Take control with administrative functions for setting spending limits and approving purchases.
- Access useful content, information and resources that are specific to your industry.

## Fully loaded with **ways to save.**

In addition to saving 5% every day with your Lowe's Business Account or Lowe's Accounts Receivable online\*, the new Lowe'sForPros.com lets you:

- Save time and money by buying in bulk, order ahead for pick up, or have what you need delivered to your office or job site.
- Track purchase history to help maximize your budgets.
- Take advantage of savings for tax exempt purchases.



**Visit the new [Lowe'sForPros.com](http://Lowe'sForPros.com).**

\*If applicable, 5% discount will be applied after all other discounts. Subject to credit approval. Some restrictions apply. For more information, visit [Lowe'sForPros.com](http://Lowe'sForPros.com) or [Lowe's.com](http://Lowe's.com) for details. ©2015 Lowe's. LOWE'S and Gable Mountain (Roman) are registered trademarks of L.L. ROY.



**GET WHAT YOU NEED.  
WHEN YOU NEED IT.**

SERVING THE PRO SINCE 1946

**Business  
Replenishment  
Program**

**Stay in stock – we'll help you do it!**

**Managing your supplies has never been easier with our Business Replenishment Program.**

Whether you work in the office, on the jobsite or out of a service vehicle, we can keep you stocked with the supplies you need and replenish when and where you need it.

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**Scan this code to  
see it in action!**

**Call or visit the ProServices Desk at your local Lowe's Store to get started.**

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\*\* Charges apply for delivery and UPS shipping options.

**COMBINATION  
BUILDING / DESC  
PERMIT**



# WHAT IF I HAVE A DESC PERMIT?

- Continue to call inspections on your existing DESC permit
- Beginning on May 1, 2018 separate DESC permits will no longer be issued
- New permit card will be a combination building permit and DESC permit



