



Why Partnership Matters More Than Price

In today's competitive building industry, it's easy to focus on numbers — costs, margins, delivery dates, and deadlines. But at Kimal Lumber, we've learned that the true measure of success isn't just what's built, but who we build it with. Strong partnerships, built on trust and communication, are what keep great projects moving forward and great builders coming back.

Over the years, we've seen that when builders and suppliers work together as true partners, everything runs smoother — from the first quote to the final walkthrough. Clear communication prevents mistakes, honest feedback drives improvement, and mutual respect builds confidence on both sides. That's the foundation of how we do business at Kimal.

Our builder partners face constant challenges: rising costs, labor shortages, demanding clients, and unpredictable timelines. Through it all, we believe our role goes beyond supplying materials. We're here to be a resource — offering product expertise, flexible solutions, and dependable service that help you stay focused on what you do best: building exceptional homes.

Partnerships aren't built overnight. They grow through consistency, follow-through, and shared goals. When you call us, you're not just reaching a supplier — you're connecting with a team that takes pride in understanding your business and helping you succeed project after project.

As we close out 2025, we want to thank all of our builder partners who have trusted Kimal to be part of their success. We don't take that trust lightly. Every conversation, every delivery, and every quote is another chance to strengthen the relationship that makes this industry so special.

Here's to another year of building — not just homes, but partnerships that stand the test of time.

From all of us at Kimal Lumber, thank you for your loyalty, your trust, and your commitment to excellence. We look forward to continuing to build with you in 2026 and beyond.

Clark Willis - Regional Sales Manager

Kimal Lumber