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Roofing News

On April 1 the shingle manufacturers increased their prices about 5%, an increase of \$1.00 per bundle on asphalt shingles. Smith Phillips increased their prices April 15, giving you the time to pass the increase to your customers. There was also an increase in metal roofing and nails. We now want to inform you of the next round of price increases announced by the roofing manufacturers. These price increases are between 7% and 10%, and are effective with all product shipments after June 1. This will be the third increase of the year.

These increases are happening to most roofing products. Asphalt shingle prices will increase approximately \$3.00 per square on 25 and 30-year shingles. 40-year and up will increase from \$4.00 up to \$10.00 per square. Metal roofing went up 5% April 1, and they have announced a price increase of up to 20%

effective on all orders after June 1. Nail prices are also increasing again.

We know that this is another dramatic round of large increases, and we are committed to doing all we can to help you. We will be holding off on increasing our prices until June 15, allowing you time to adjust any quotes or bids you are currently working on and to complete any work currently scheduled.

As you know energy and transportation prices keep rising. Currently, we still do not impose any delivery charges with your orders and we will continue to try and absorb these escalating costs.

Please feel free to contact Richard Turner or Danny Hayes with any questions concerning the announced price increases. As always, we thank you for your business.



Win a Trip for Two to Las Vegas



Smith Phillips Building Supply
Roofing Department
Spring Promotion

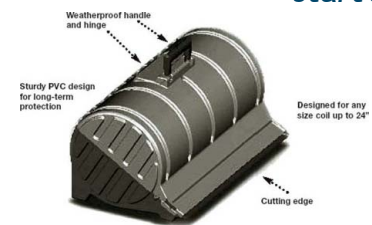
For every 10 squares of shingles purchased from February 1 - May 30, you will receive one entry into a drawing for a 4-day, 3-night trip for two to Las Vegas.

The trip includes airfare and room accommodations.

The drawing will be held June 2.

Coil Tamer from NewIdea

Stop wasting damaged coil and start saving money and space!



The Coil Tamer's rugged and lightweight design makes it the ideal solution for every roll of coil you use – whether on the job or in your truck.

The Coil Tamer is designed to:

- Contain rolls of soil safely
- Protect coil from weather and equipment
- Provide a safe method of transporting partially used rolls to work sites

Visit www.coiltamer.com for a Demo Video

Purchase the Coil Tamer at
Smith Phillips Building Supply

CertainTeed Swiftstart Shingle

CertainTeed Swiftstart metric starter shingle is designed specifically for use with CertainTeed Landmark Series shingles. Rather than cutting expensive field shingles to use as starters, you can save time and money by starting with Swiftstart.

- Reduced installation time, so jobs are finished faster
- Recommended for use to obtain enhanced warranties
- Code-complaint, meets minimum 2" headlap requirement for metric shingles; many competing products do not
- Each 18-piece bundle covers 116 linear ft.
- Precision sealant for proper sealing at the eaves
- Works with all metric shingles that are similar to Landmark

How much do you spend on fuel?

I think everyone is painfully aware of the escalation in fuel prices. No one is immune to the effects. Roofing prices are continuing to rise, and shipping costs are adding to the overall cost of all products. The public is making purchase decisions on groceries, vacations, activities and many other items based on ever increasing transportation costs. Most of the manufacturers are adding fuel surcharges or delivery charges to our invoices. Smith Phillips is resisting the need to add on a delivery charge or fuel surcharge to our customers. It is a painful time for us to absorb the charges from our vendors at the same time we have to pay more out for the fuel we are using in our own trucks. If you think it is tough filling up your personal truck or SUV, try filling up 15 large diesel trucks each day with 120+ gallon tanks! Our largest trucks right now take about \$1075 to fill up and get about 4 miles per gallon. With commodity prices at 20 year lows, it is very difficult to cover the expense of getting these items to the jobsite.

HERE IS WHERE YOU CAN HELP.

- Please consider combining loads as much as you can.
- Plan in advance and help to reduce fill-in orders. We would rather pick up excess materials than make numerous deliveries.
- The more notice you give us on deliveries, the more we can put on a truck to help spread out the cost of delivery.
- Buy as much as you can from us. Sounds silly, but the more different product categories we can supply you, the more we can spread out the related expenses of delivery.

We ask that you please consider the expense involved in delivering your materials and help us to be more efficient with our deliveries. The more we save in expenses the more you can save on materials.

- Rob Powell, Sr. VP of Sales

CertainTeed Wind Upgrade

The following warranty enhancements are effective May 15, 2008. CertainTeed has increased their wind coverage in miles per hour. An upgrade from the product's standard wind warranty is available as specified below when special application methods are used:

Product	Standard		Upgrade*	
	MPH	Yrs	MPH	Yrs
LANDMARK	70	5	110	5
Landmark Plus	80	5	130	5
Landmark Premium	90	10	130	10

*CertainTeed Swiftstart starter shingles must be used along the roof eaves and rakes, plus Shadow Ridge hip and ridge accessory products must be installed as cap shingles.

Customer Appreciation Day

Thursday, August 28, 2008

WIN an IBM Thinkpad

Purchase Duration™ or Duration™ Premium shingles (300 squares to qualify), and win an IBM Thinkpad.

Offer good from
April 1 - June 30, 2008.

Smith Phillips
Building Supply
Est. 1880

OWENS CORNING
INNOVATIONS FOR LIVING®

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