

CUSTOMER APPRECIATION DAYS?



Every year we look forward to hosting our Customer Appreciation and Supplier Showcase events at our Winston-Salem and Statesville stores. We've received questions from many of you wondering whether we will hold the events as usual this September.

As COVID-19 continues to impact how people gather, this isn't business as usual. Our primary concern must be the health and safety of our customers, vendor partners and employees. We've been closely monitoring the situation, and after much careful consideration, have made the difficult decision to cancel these events again this year.

This was a tough call to make but we believe it's the right decision based on the information we have today.

We're so thankful for your continued business as we continue to navigate these uncharted waters.

Stay safe out there!

CHRISTMAS STOCKINGS BARE?

The ports hold the key ...

Lumber prices may be normalizing, but anything imported is facing serious stressors — from computer chips to Christmas decorations.

The world's intertwined logistics channels are extremely strained, especially shipping. Ports on both sides of the ocean are facing labor shortages, COVID restrictions and lockdowns, and a shortage of empty containers at the right end of the supply chain. Currently the number one export from our West Coast ports is "air," meaning they are shipping empty containers, trying to get them repositioned to bring in the goods we need.

On top of this, the backlog of

unloaded ships is growing again and causing huge delays in getting goods onto land transportation to distribute throughout the U.S.

Our reliance on overseas imports is creating a shortage of a number of finished goods, many due to lack of just a few small but critical components such as springs or computer chips.

Plan on seeing continued delays on the building material side due to these component shortages in items such as doors, windows, narrow moulding patterns, hardware, and locks.

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RESIDENTIAL ROOFING 2021 A Hard Lesson in \$upply & Demand

— Ed Hurdle, Roofing Sales Manager



September 2021 begins on a familiar note — another round of residential roofing price increases on shingles and accessories. Depending on the manufacturer, announced increases will be between 4-6%. Since February, Atlas, CertainTeed, GAF, IKO, Owens Corning, and Tamko have all raised prices multiple times and in some instances raised their fuel, freight, or pallet surcharges.

We have heard of problems with supply meeting demand for color granules, fiberglass mat, release tape, and more. Trucking is a universal problem in the United States, so there is that issue. Hopefully we will see improvement from the effects of Covid-19 on shingle manufacturing as plant operations work back to being more fully staffed.

Where are we now regarding the status of residential shingle roofing in late August 2021? First, lower-demand colors (think green, blue, red, and light colors like Cobblestone Gray or Sunrise Cedar) have been put on the low-priority list for manufacturing. However, of course, we have had a record

amount of requests for exactly these colors! Second, premium shingle products (such as CertainTeed Grand Manor) have had production suspended until further notice. Perhaps a good call as a hedge against the possible demand that could be brought on by an active hurricane season.

Of course, when it rains it pours. Roofing accessories such as caulks, metal flashing, drip edge, nails, and ventilation products have seen prices climbing as well. Overseas shipping charges and cost of metal manufacturing join the usual suspects we previously listed, with the result of prices jumping more in the last nine months than any comparable time in the last decade.

We at Smith Phillips understand firsthand that the bottom line is tight for everyone right now, but we continue to work daily to source materials at the best possible prices and lead times. Hopefully, as we move into fall, the marketplace will see some slow down and there will be increased supply and more competitive pricing from the shingle and roofing accessory makers.

Ports, continued from Pg. 1

This will also continue to impact your other supply lines such as plumbing fixtures, appliances, and HVAC equipment. So get ready for more delays and plan extra time into your jobs, or look for creative alternatives.

One example is the domestic shortage of 29 oz. construction adhesive; think about substitutes like Advantech's new gun-applied spray adhesive that actually covers more square footage per can and is time and cost effective. Once you switch you may never go back. But this out-of-the-box thinking, more planning, and sometimes patience is what will get us through this sticky situation.

Here are some great links on current shipping situation:

[Californian ports struggle to clear peak season boxes, brace for brutal September | Laufer Group International](#)

[2.7 million containers queued off the world's ports – Ningbo shutdown worsens bottlenecks | Laufer Group International](#)

— Chris Yenrick, President



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