

The RDI trailer is coming to town - come join us for training tailgate-style!

We're pleased to announce that the RDI trailer will be on location at each of our stores during early May.

Plan to stop by and learn more about RDI's durable, low-maintenance railing options.

Smith Phillips Winston-Salem:
Wed. May 9 • 9:00 am to 3:00 pm

Smith Phillips Statesville:
Thurs. May 10 • 7:30 to 9:30 am



RAILING FOR HOME. RAILING FOR LIFE.

RDI provides outdoor railing solutions that feature style, performance, durability and safety in all their products. With a vast range of code-compliant safe railing options such as aluminum, vinyl, Resalite® premium composite and steel railing, RDI is the perfect choice for homeowners, contractors and architects.

RDI ... For Home, For Life®



www.smithphillips.net

Winston-Salem 603 E. 17th St. Winston-Salem, NC 27105 336.722.8167	Statesville 1100 W. Front St. Statesville, NC 28677 704.872.9866
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Memorial Day
Mon. May 28
CLOSED

UPCOMING
HOLIDAYS

Fourth of July
Wed. July 4
CLOSED





As with many other building material categories, roofing is experiencing significant price increases.

The major roofing shingle manufacturers have announced price increases effective about May 1, 2018. For instance, Owens Corning and CertainTeed have each announced 6-7% increases. For most architectural asphalt roofing shingles, this can translate to \$5 or more per square.

There may be a wide range of reasons for this large of an increase: recent hurricanes, fires, increased building and remodeling, changes in petroleum pricing, etc.

We strongly advise our customers to be aware of the pricing changes. Share this information with your clients and please be as proactive as possible in your planning. Roofing quotes may be valid for shorter periods than in the past few years due to the potential price volatility.

Other factors to consider are delays in material delivery lead times from the factories due to trucking shortages and, in some emerging cases, factories running short on supplies of some shingle types and colors. We at Smith Phillips have been told there may be delivery lead time delays from manufacturers of two to three weeks, which may increase as we get into the summer building season. While a few strong storms this summer may generate work for roofers, they may also lead to supply tightening in some markets.

Related to roofing is the fastener market - specifically metal-related products such as nails, screws, metal roof vents, drip edge, etc. The metal-related building product category has been dealing with some pricing increases of its own over the last year, and it does not appear to be improving.

So, the take-away here is this: understand that roofing prices appear to be changing significantly going into the summer months, communicate this information to your key people and plan ahead as much as possible.

— Ed Hurdle
Roofing Specialist

SAVE THE DATE

CUSTOMER APPRECIATION DAYS!

Thurs., Sept. 6 • Winston-Salem

Tues., Sept. 18 • Statesville



— Rob Powell
Sr. VP of Sales

The weather has finally caught up with the calendar

While it has stayed cooler outside this spring, the housing market has never really gotten cold - we just lost production time to wet weather. This has buoyed the lumber market nationally and made life challenging for our lumber buyers.

Each link in the supply chain is being stretched: demand for new houses means demand for lumber is up; the shortage of available trucks for delivery from the mills is increasing delivery cost; shortages of building lots; and shortages of skilled labor and specialists - these and many other concerns are adding stress to the process.

So, one way to reduce your workload: give it to us. As early in the process as possible, forward to us the plans for your project with the specifications. Our goal is to help assure that your job is not delayed waiting on product selection or delivery.

Framing, roofing, windows, doors, drywall, interior trim, cabinets, engineered wood, columns, shutters, stair parts, siding and hardware are all items we can provide. One phone call can get this large group of products off your to-do list!

Here is another problem solver. HB& G columns is now manufacturing fiberglass columns that mimic the look of real cedar. No more splitting, checking, cracking or rotting.



PermaCast® RoughSawn®

HB&G PermaCast® RoughSawn® columns are designed to give you the look and feel of natural roughsawn wood columns without the hassle and maintenance of wood.

- Made of structural fiberglass
- Will not check, twist, split or rot
- Load-bearing (ESR-1361)
- Can be stained or painted
- Weather & insect proof
- Low maintenance
- Easy installation
- Limited lifetime warranty



THE BEAUTY OF WOOD WITHOUT THE ISSUES



Smith Phillips is excited to announce the availability of the Engineered Rams Crown Header!

This innovative product gives you the look of a built-up multi-piece door header but saves labor time and lowers the skill set required to add this design feature to your home.

Utilizing the pre-built header will add a whole new level of detail to your home and is a great selling feature, as you see the look being used frequently at the trendiest home shows.

So bring your trim up a notch while saving time and money in the long run. This product is available in 12' lengths and will run approximately \$36 per piece. This is a great savings compared to the time and labor required to fabricate a multi-piece header on the job site.

Give us a call to try Engineered Rams Crown Header on your next trim job.

3 in 1
Engineered Rams Crown Header

Header with 412 Casing

Header with ADAMS Casing

Header with RB3 Casing

SAVE TIME AND MONEY!!

Easy Installation/Pre-Primed/Comes in 12' Pieces



We Say Goodbye to an Old Friend

All of us at Smith Phillips were saddened to learn of the death of Harry Morris on Sunday, April 22.

Harry was a lumber industry veteran who was respected by all. He spent his career in the ever-changing building material world and served his last years in the business as a top-notch account manager for Smith Phillips. He provided knowledge and expertise to the builders with whom he worked, creating strong and lasting relationships that were built over many years.

Harry was active in the Home Builders Association of Winston-Salem, gave back to his community and was a man of honesty and integrity. We will miss him greatly and extend our deepest condolences to his wife Cheryl and their family.

Harry Lee Morris, Jr. 1950 - 2018





Our cut-to-size team shows off the dog house. *Left to right:* Jeff Hazelwood, Petr Masny, Ronnie Ketchie and Angel Chalen.

Smith Phillips Sponsors Dog House for Triad Dog Games

Our cut-to-size team, led by manager Petr Masny, designed and built this beautiful dog house to benefit The Sergei Foundation, Inc., creator and organizer of this year's Triad Dog Games to be held May 12 at the Winston-Salem Fairgrounds.

This high-energy event brings people and their pets together in a family-friendly atmosphere. It showcases dogs running, jumping, diving and retrieving in competitions such as agility, disc, dock jumping and flyball. It is the exclusive sport-dog competition in our area in world-qualifying events.

We at Smith Phillips are delighted to support this event as a dog house sponsor. Proceeds benefit The Sergei Foundation, which helps lower-income families obtain emergency or life-saving veterinary care for their companion dog or cat.



Make plans to come out to the fairgrounds on Saturday, May 12 from 10 am to 4 pm and join the fun! Be sure to check out the dog houses being auctioned. Admission is \$6 (*kids 10 and under are free*) and parking is free.

Renovations Underway in our Window Gallery and Cabinet Showroom

Smith Phillips is in full swing with the renovation and updating of our Window Gallery and Cabinet Showroom.

We'll soon be ready for you to come check out the new look, where contractors and their customers

can sit down and make selections for windows and doors and design the kitchen of their dreams.

We are proud to showcase our premium brands of KraftMaid Cabinetry, Sun Windows & Doors and our newest addition, Sierra Pacific Windows & Doors.

While we are not quite ready for the grand re-opening, we are still ready to assist you in all your home selection needs.

Just give us a call!

KraftMaid[®] Cabinetry

