

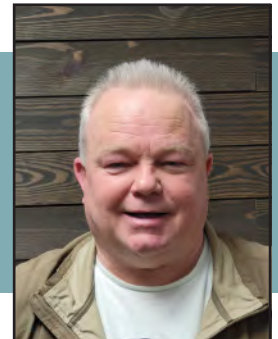
FAREWELL TO OLD FRIENDS



Danny Hayes



Richard Key



Bobby Jones

WELCOME ABOARD!



Kevin Barlow

We are pleased to announce the addition of Kevin Barlow as an account manager in our Statesville location.

Kevin joined the team in October 2022 and has been revisiting our current customer base as well as establishing new relationships.

Prior to joining Smith Phillips, he was at Lowe's as a Pro Sales Specialist, averaging \$1.5 million in annual sales.

A native Detroit, Kevin spent nearly 25 years in financial services before relocating to North Carolina in 2016.

He currently lives in Statesville and is a "Greyhound Dad" of two.

Those of you who have been around for a while know that Smith Phillips is very proud of its amazing team of employees, many of whom have been with us for a long, long time.

We have mixed emotions as we announce the retirement of **three** of those long-tenured employees at the end of March: **Danny Hayes, Richard Key, and Bobby Jones.**

Between them, these three outstanding men have been an integral part of our team for a staggering **129** years!

Danny, our VP of Purchasing, has been with Smith Phillips since 1975 and has served in many capacities.

Danny began his career as Smith Phillips' bookkeeper and was one of only seven employees at the time. During his years with the company,

he has additionally held positions including dispatcher, operations manager, and vice president and general manager. Danny is leaving some big shoes to fill.

Richard, our VP of Millwork Operations, has been with Smith Phillips since 1978 and was the first employee hired when Mickey Boles acquired the company.

Richard's areas of expertise are door and window production as well as purchasing and managing millwork operations.

Bobby, our Winston-Salem store manager, has been with Smith Phillips since 1986.

Before coming to work in the Winston-Salem store, Bobby served as manager for our former Elkin store. Bobby is a master at sourcing products and is well regarded by all.

Please join us in wishing Danny, Richard, and Bobby much happiness and all the best in their well-deserved retirement!

Their many contributions to Smith Phillips' success through the years will always be valued and remembered, and they will be greatly missed around here!

WINSTON-SALEM COUNTER SALES STAFF



Wendy Tadlock



Ed Hurdle



Sterling Bennett



Mitch Bennett

As we prepare for Bobby Jones' upcoming retirement, we are realigning some of our Winston-Salem store staff so we can continue to provide top-notch service to our customers.

Some of these folks you've known for years, while others are newer at Smith Phillips.

We have two major announcements as we realign our store staff:

First, we're proud to announce that Wendy Tadlock has been promoted from office manager/counter salesperson to Retail Sales Manager.

Wendy has taken on responsibility for overall counter sales and continuing to train our newer staff members.

Second, Ed Hurdle has moved from roofing sales manager into the role of Senior Counter Salesperson, with a special focus on our Orgill hardware orders.

In addition, Ed will continue to focus on roofing and providing expertise and coordination for our roofing customers. He will also work with Wendy to mentor our younger staff.

Wendy and Ed have been valued members of our store staff for many years, and we offer our congratulations on their newly expanded roles!

In October, Sterling Bennett moved from our operations department to join the store team as our newest counter salesperson.

Mitch Bennett has been with us almost a year and continues to serve as customer service and loader.

Both are great assets to the team and are learning more and more each day.

Smith Phillips will be adjusting to the loss of almost 130 years of building supply experience during the month of March, so we will definitely be experiencing some shifting sands.

General Manager Pete Vitola will be working with our entire staff to provide continuity across all our departments and ensuring we are effectively covering all our bases during this change over.



Come check out our new display in Winston!

Now available! Structural wood & decking screws from FastenMaster



Now available! Wood & metal 7.25" blade from Diablo



Would you like to receive a text message notifying you that your delivery is on its way?

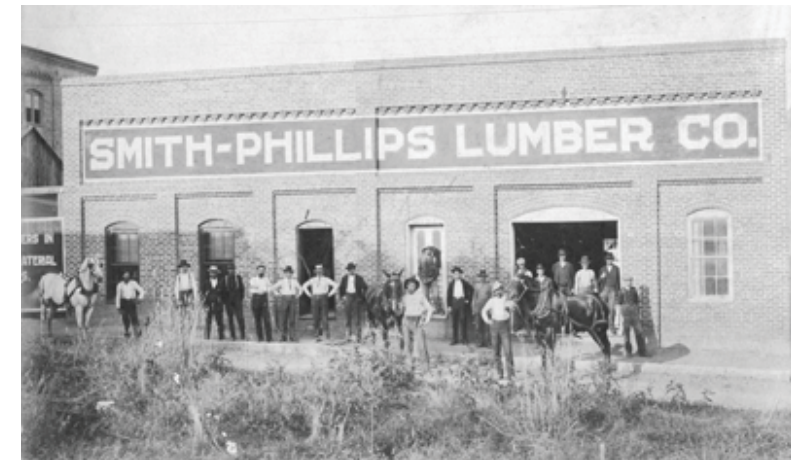
Our updated system makes it possible to set this up if you like. All we need is the name, mobile number, and mobile carrier.

Just let one of our associates know to activate the notification, give them the carrier information, and we will set it up!

MEMORIES • MEMORIES • MEMORIES • MEMORIES • MEMORIES • MEMORIES



Clockwise from upper left: Danny Hayes [1989]; Richard Key [1985]; Danny [1985]; Bobby Jones [year unknown, but he was young!]; Donna & Richard Key [1985]; Richard, Mickey Boles & Danny [1998]; Bobby [1985].



If you squint, we're pretty sure you can spot Danny, Richard & Bobby in this historic Smith Phillips staff photo!



NEWS YOU CAN USE

— Rob Powell
Sr. VP of Sales

After a tumultuous few years, the market has apparently reached a more stable place.

While spruce, yellow pine, and OSB have stabilized at a much lower level than in years past, everything else is still more expensive - from hamburgers to windows!

Our local market is still very strong compared to the national housing market. This is good for our customers. Most of the forecasters that I have seen are plotting out a more stable year ahead, with a little bump up in March or April, and then back down.

If it works out this way, it will be more manageable to budget for jobs.

Thanks for your business - we appreciate your support!

Thanks!!

Rob Powell
VP of Sales
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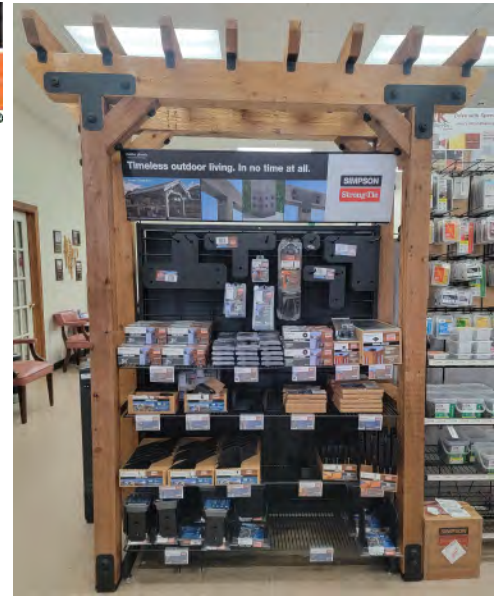
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Make backyards more beautiful!



With straight edges and chamfered corners, Simpson Strong-Tie's new structural connectors have a clean look that complements nearly every architectural style.

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Now in stock in Winston-Salem!

To find out more about the new Avant Collection™ from Simpson Strong-Tie, come by and see the beautiful new display in our Winston-Salem store.

