

SPECIAL EDITION!



NEWS **YOU
CAN
USE**

— Rob Powell
Sr. VP of Sales

**ALL
LUMBER**



**PRICES
SHARPLY
INCREASING**

Some items are increasing 3-5% each week!

I'll be brief but I want to make sure all of our customers are aware of these significant increases.

OSB and yellow pine are particular fast-movers. Spruce 2x6's are in short supply, causing prices to move strongly.

Multiple factors are contributing to the increases. Trucking is in very short supply and independent truckers are switching to more profitable loads, leaving previous commitments in a bind. Materials are stacked up at mills and factories waiting on trucks.

Plan and react accordingly and **please be very careful when pricing out jobs or completing contracts.** Include price escalation clauses in your contracts and exercise them when you have to.

We will be glad to provide some documentation for you to share with your customers.

Smith Phillips engineered lumber products team wins prestigious awards

We are proud to announce that our engineered lumber products team has been presented with three prestigious Customer Recognition Awards from Trus Joist®.

For story, see Trus Joist®, page 2

Dennis Weaver (left) is congratulated by Smith Phillips' President and COO Chris Yenrick (right)



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Smith Phillips' engineered lumber products team (from left): Seth Lewis, Dennis Weaver, Danny Hayes, Joseph Simmons, Jonah Ebert and Ben Holcomb; President and COO Chris Yenrick

Trus Joist® presented Dennis Weaver, Smith Phillips' engineered wood products sales manager, with the Top Gun Award for the South Atlantic Region.

This award, one of only seven presented in North America, recognizes Dennis for his design knowledge, use of design tools, volume of workload and working relationship with Trus Joist® Engineering services. The Top Gun award represents "the best of the best."

As a multiple Top Gun award recipient, Dennis was additionally recognized for his consistent performance, year after year, earning a rare TimberStrand® cowboy hat.

In addition to Dennis' awards, Trus Joist® recognized Smith Phillips' operations team with the Stellar® Top Ops award, also one of only seven presented in North America, for its excellence in management and distribution of Trus Joist® engineered lumber products.

You're in good hands with this team!



Discers 4 Whiskers tournament

My teammate Derrick Crews and I were among the 68 players and many spectators who descended on Horizons Park on May 12 for the 8th Annual Discers 4 Whiskers charity disc golf tournament, hosted by the Triad Disc Golf Club and directed by Jim Gilbert.

Thanks to support from the business community and corporate sponsors including Texas Pete, Village Tavern and Smith Phillips, we were able to shatter our previous record of food donated to the Forsyth Humane Society pet food pantry with a donation of — *drum roll, please* — **over 5,000 lbs.!**

This food not only feeds the animals at their no-kill shelter but also is available to people with financial difficulties, helping them keep their pets.

— **Dave Tackett, Account Manager**

(Top left, from left) 2nd place winners Derrick Crews & Dave Tackett; winning team of Nick Spell and Will Joyner (Bottom left) Ring of Fire. Players putt from 30'; those who make it throw again until all but one are eliminated (Below) The players!

All photos courtesy of Dave McGee Photography

