



These are two primary questions we're working on — and have been for the past eight or nine months

Now in Stock!



Smith Phillips is now stocking Diablo Trex® Blade™ in three sizes.

This hi-density carbide blade - co-developed by Diablo and Trex - offers ultra-long cutting life and is ideal for cutting Trex®, composite materials and cellular PVC.

Diablo's non-stick aluminum alloy coating reduces drag and shields the blade against heat, gumming and corrosion. Its laser-cut thin kerf design removes less materials for fast and effortless cuts.

Laser-cut stabilizer vents absorb noise and vibration, keeping the blade straight and true. Modified triple chip grind enables the material to remain cool while cutting for melt-free cuts.

Also in stock: Diablo HardieBlade®. This blade - developed by James Hardie and Freud Diablo - is created for use with James Hardie® and other fiber cement products and is ideal for large projects.

The super-thin laser-cut blade creates less dust, faster cuts, and is PCD tipped for extended cutting life.

Give us a call for more information on these fine products.

How much? As I write this, we're still experiencing price increases on all framing materials. You've heard me say the same thing over and over recently in my periodic updates. This time I want to be sure you are well aware of just how wide the price increases are.

Basically, I can't think of a single item or product that hasn't seen a price increase; this year, though, they have been larger. Usually we have an average annual increase on non-commodity items of around 3%. This year the increases have been

more at the 8-10% level.

So the main message is that **everything** is going up! The other is that there is no real indication that decreases will come before summer.

Now, regarding when: Materials are becoming really difficult to purchase. It all started last spring with treated, due to the COVID-fueled DIY deck renewal craze of the century. The treaters finally caught up over the winter.

Now we're experiencing shortages on OSB wall sheathing and subfloor,

See **How much? When?** Pg. 2

Smith Phillips is proud to once again sponsor the Home Builders Association of Winston-Salem's continuing education program for 2021.

North Carolina general contractors are required to complete a total of eight hours of continuing education for license renewal. HBAWS's goal is to provide high level, relevant elective course offerings from local, North Carolina-trained instructors that also work toward achieving your accreditation with the NC Builder Institute.

Continuing Education for General Contractors



Classes in 2021 are scheduled for:

- Fri., March 19
- Fri., June 25
- Tues., Nov. 23
- Tues., Nov. 30

For more information or to register, go to <https://hbaws.net/members/continuing-education/>.

New Fleet Addition: 60' Boom Truck

Reach enough for all those tight spots!

Smith Phillips has upgraded our fleet and our capabilities with a new Palfinger 60' Reach Boom truck.

This boom truck will be great for increasing our reach to jobs off the

road, in difficult terrain, or to get us up to those 4-story high roofing jobs.

In addition to the reach, this boom truck has remote control capabilities, allowing our veteran driver, Kerry Hutchins, to operate the crane from the most advantageous spot on the job site; this offers more flexibility than when utilizing top-seat controls.

We look forward to providing you excellent job site delivery and material placement with this little gem.

Keep an eye out for it on your job site. I'm sure Kerry will be happy to show you his skills.



Now Stocking
8x8x10 KDAT BOX COLUMNS
 from **CULPEPER**
 WOOD PRESERVERS

- Hollow core to hide connections & wiring.
- End sealed with a hybrid emulsion product.
- Paint, stain, or seal immediately.
- Treated to 0.15 retention for ground contact.

How much? When?
Continued from Pg. 1

long-length 2x8s, and studs. So far, we've been able to meet the needs of our customers, but not without a lot of work behind the scenes. The latest items are some of our linear footage moldings. Window lead time is still extended but is improving.

Why? Well, I go back to my capitalist thinking and cite the laws of supply and demand. From all the reports I've seen, we have a nationwide shortage of homes. It's going to take a while to build our way out of this at the current build rate and new household creation rate. That just means that available housing is going to cost more.

Happy Easter!
 We will be **CLOSED**
 Fri • April 2

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