

## NEWS YOU CAN USE

— Rob Powell

### PRICE JOBS WITH CAUTION

The lumber market is at a periodic high with no relief in sight. If you have a job quoted, I would suggest checking the lumber material costs and considering a change order if warranted or using an escalation clause in your contracts.

Current market status is that spruce, yellow pine and OSB product costs have been rising and continue to rise, although we have not yet reached the seasonally busy time of year when we would expect that.

In addition to the elevated prices, we are seeing supply channel issues. Items that normally carry a two or three-day lead time are now stretched out to three weeks. Not only is the wood supply having a difficult time keeping up, but the trucking industry is contributing to the supply pains. It is not uncommon to have an order ready at the mill, only to be held up waiting for a truck to put under it, so plan



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**We will be CLOSED Good Friday • March 30**



[www.smithphillips.net](http://www.smithphillips.net)

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**Smith Phillips proudly sponsors HBA Spring Parade of Homes**



**April 28, 29 and May 5, 6**  
Saturdays and Sundays, 1 - 5pm





*It's been awhile since we published a newsletter - we've been busy!! So to catch you up, here are some highlights of Smith Phillips HAPPENINGS over the past few months:*



## We welcomed Richard, Patti & CJ

Smith Phillips welcomed Richard Monheim to our team as branch manager at our Statesville location. Richard comes to us with a background in general business and retail building supplies. He most recently worked for Lowe’s Home Improvement in their Planogram facility. He also has experience in home improvement retail sales, as a small business owner, and - of all things - as a professional horse trainer. In his off-time Richard enjoys woodworking and camping with his family.

We also welcomed Patti West as our credit manager. She says she has been enjoying reconnecting with customers she knew from years back. In her free time, she loves to be outdoors, especially hiking.

And we were pleased to welcome CJ Rognerud to our Winston-Salem in-store sales team. CJ swears he’s boring and all he does is work, but enjoys spending time with his dog and his friends *(he mentioned them in that order)*.

***We are delighted to have Richard, Patti and CJ on the Smith Philips team!***



## Customer Appreciation Days

Record crowds turned out to enjoy these events!

Our Customer Appreciation and Supplier Showcases in both Winston-Salem and Statesville offered attendees the opportunity to explore a wide variety of products at a large number of vendor booths. The delicious barbecue lunches were catered by Camel City. And, as always, we gave away lots of excellent door prizes including a \$250 cash prize at each event.



Winston-Salem



Statesville



Statesville



*Hammertime hams it up!*

## Tour to Tanglewood

Smith Phillips was once again proud to sponsor the Hammertime cycling team for the 2017 Tour to Tanglewood. The tour takes cyclists of all levels through the scenic Yadkin River Valley and wine country for a two-day fundraising event to support the work of the National MS Society. This year Hammertime raised \$20,136!

Three of our staff made the ride: Chris Yenrick, Rob Powell and Petr Masny.

***Way to go, guys!***

## KATZ Roadshow

On Nov 1 we were privileged to host the KATZ Roadshow at the Hanesbrands Theatre in Winston- Salem.

Mike Sloggatt, who teaches seminars and clinics in all aspects of carpentry and remodeling, presented this dynamic training event to a group of 80 professional contractors, remodelers and students. Mike offered attendees training and tips for proper installation of windows, roofing and decks.



Mike Sloggatt talks with the audience

## We said goodbye to Ann Heath

At a reception held on Nov. 29 we celebrated Ann Heath’s well-deserved retirement after 24 outstanding years as Smith Phillips’ corporate credit manager. She was presented with a beautiful clock as a token of our appreciation.

We certainly miss her around here, but she seems to be enjoying her current status as proud “mom” to her Shih Tzu puppies.

***Happy Retirement, Ann!***



Micky Boles congratulates Ann Heath

## The Chamber honored Smith Phillips

The Greater Winston-Salem Chamber of Commerce presented Smith Phillips with its December Salute to Business Award. This monthly award is given in honor of the recipient’s outstanding support of the Chamber and the community. It is administered by the Chamber, the Twin City Quarter, Image360 Winston-Salem North and the Winston-Salem Journal.

Smith Phillips has a long traditional of giving back to the community that supports the business and we are truly proud to receive this award.



Photo by Snyder Photography

## 40th Anniversary celebration

On Jan. 30 we celebrated a very special double event ! We had the honor of recognizing Mickey Boles, Smith Phillips’ owner and CEO, for 40 years of outstanding leadership and Richard Key, Senior Vice President of Millwork Operations, for 40 years of dedicated service to the company. Mickey and Richard shared stories of the early days with us and the significance of hammers found along the way.

***Contratulations, Mickey and Richard!***

*(In case you were wondering, the matching sweaters were a coincidence.)*



Left to right: Mickey Boles & Richard Key

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accordingly. Any advance notice to us will help keep the supply pipe full.

### IT'S NOT JUST THE WOOD

The rising tide also applies to the building industry. As our economy gets stronger in many sectors, material demand increases and manufacturers raise their prices.

In addition to lumber, windows, PVC, doors, trim and many others are announcing price increases. This will eventually make its way down to new home construction.

The bottom line is that people doing business need to make sure they keep current with what things cost.

— Rob Powell, Sr. VP of Sales



### Smith Phillips is now a primary distributor for Sierra Pacific Windows

Sierra Pacific Windows offers a wide selection of high-quality, high-performance, energy-efficient wood and aluminum-clad windows for residential and commercial projects, including

expansive custom windowscapes.

Ask our sales staff for more info and watch for product displays coming soon to our Winston showroom!

## HAPPENINGS Continued from Pg. 3



## We rolled out our new website

In September, we proudly (finally!) launched our newly-designed website. We think you'll find it attractive and very easy to navigate from all platforms - PC, laptop, tablet and cell phone. We've provided landing pages for each department with photos and product information. A new feature is the product selection and buying guide which will help you narrow your search and learn before you buy. Check it out at:

[www.smithphillips.net](http://www.smithphillips.net)

### Account Manager Andrew Miller expands definition of "community"

I visited Titanyen, Haiti from Jan. 27 through Feb. 2 this year. Our trip was part of Twin City Community Church's mission to help those in need in Haiti

since natural disasters devastated parts of their country.

While there, I stayed at the Mission of Hope Haiti, which helps provide housing, education and church



advancement to thousands of people. I was able to visit local villages, exploring orphanages, transitional housing and schools.

I got to know many amazing individuals of all ages and gained understanding of how they live and how much pride they take in rebuilding their country.

My mission involved helping build a house for a wonderful family of eight. It was a lot of hard work, but a great experience in understanding the privileges we have here in the US.

I learned that the men from Haiti in our crew only make up to \$20 per day for skilled labor, and all workers have to be skilled in all trades.

Overall, it was a great and eye-open-



ing experience. Thank you to all who supported me on this endeavor!

If you'd like to learn more about the Mission of Hope Haiti, feel free to visit their website at:

<https://mohhaiti.org>.

— Andrew Miller

