



# Nailed It!

Pointed News for You

Southern Building Material Association

December 2010

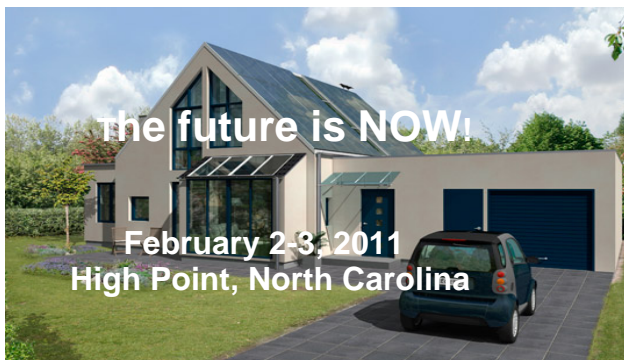


## Happy Holidays

*May your days be  
filled with joy and  
laughter  
And fond memories  
ever after!*

Your Staff, Executive  
Committee and Board of  
Directors

# 2011 Building Products Buying Show February 2-3



Enclosed find information on our seminars and activities. We have planned a great agenda for you and your contractors.

**Associates, be sure to register to exhibit!**

## From Our Members: Chris Yenrick, Smith-Phillips:

My sincerest thanks for helping me exceed the \$1,000 mark for the 4<sup>th</sup> year in a row. I especially thank you for opening your hearts to the cause of MS in a very difficult economic environment. Our team raised \$11,431.00 putting our team over \$25K for its total participation. We had a record 30 riders on the team this year and had outstanding weather for the ride, with the rain holding off till 1 hour after the finish Sunday. I also accomplished the 100 mile route the first day, in temperatures above 90 degrees for the majority of the ride. Sunday was a nice, cool 50 miler and I even felt good enough to sprint in with my team for an exciting finish to the 2010 TTT. Again, thanks so much for your continued support, I hope to have another team again next year, so stay tuned for our training and team updates. We also won the coveted "Best Team Jersey" for the 2<sup>nd</sup> time and were a Top 20 fundraising team.



**Account Managers:** Smith Phillips Building Supply welcomes David Rogers as an Account Manager at their Statesville location and Ronnie Smith as an Account Manager at their Winston-Salem location. *To learn more about Smith Phillips Building Supply, visit [www.smithphillips.net](http://www.smithphillips.net).* **T.W. Perry** *Craig Webb ProSales* T.W. Perry outscored all other Excellence Award participants with a sales scorecard that distills what normally is a bewildering array of choices into an easy-to-read, profoundly informative report that can deliver appropriate info to each level of management.

<http://www.prosalesmagazine.com/industry-news.asp?sectionID=424&articleID=1442203> Mountain Lumber Co., Boone, N.C., has announced that Brent Simmons will become vice president and general manager effective early next year. **Stock Building Supply** *Home Channel News* has named Jeffrey Rea, a former Johns Manville executive, as its new CEO, replacing Joe Applemann. **ENAP, INC. HOLDS SUCCESSFUL FOREST PRODUCTS CONFERENCE** ENAP, Inc. held its Forest Products Conference on October 17 – 19, 2010 in Baltimore, MD. "This year's Conference, despite market conditions, was attended by a record number of members focused on building their business strategies for 2011. The leading manufacturers in our industry were in attendance representing just over 70% of ENAP's Forest Products business" remarked Duncan Facey, Vice President of Forest Products, ENAP, Inc. "ENAP continues to impress us with their professionalism, breadth of knowledge, and quality of people. The venue in Baltimore was buzzing with activity and created the perfect setting to reinforce current relationships and forge new ones. Culpeper Wood Preservers is proud to be a part of the best buying group in the industry" claims Josh Daniel, Owner & President, Culpeper Wood Preservers, Culpeper, VA. Be sure to attend SBMA's Building Product Buying Show, February 2-3

**Safety:** Vehicle Maintenance BASIC require safety management controls *J.J. Keller* The new Comprehensive Safety Analysis (CSA) Methodology published in August 2010 reduced the number of violations appearing on the severity weighting tables substantially for the Behavior Analysis and Safety Improvement Categories. (BASICS). FMCSA has suggested motor carriers use its "Safety Management Cycle" Policy and procedures: *Roles and responsibilities; Hiring and qualification; Training and communication; Monitoring and tracking; Meaningful action.* **Forklift Accidents: Are You At Risk?** *J.J. Keller* OSHA's powered industrial truck standard (29 CFR 1910.178) has once again landed on the agency's list of Top 10 most violated standards. Forklift violations can lead to severe consequences, from fines to injuries or even deaths. OSHA estimates that about 100 employees are killed and thousands more injured each year in forklift-related accidents.



For forklift training manual and DVD specific to our industry, created by NLBMDA, contact SBMA at 800.849.1503

**Sales:** Get Your Product in Your Customer's Hands *Bob Janet* **Presentation without DEMONSTRATION is just conversation;** ●Getting your product in your customer's hands will increase your close rate. ●Getting customers and prospects to use your product in the place and situation they receive the benefits from your product will greatly increase your sales and profits. **Possession becomes OWNERSHIP ...& ...A luxury once had becomes a NECESSITY.**

**Building Material Dealers Show Gains Over Last Year** *Home Channel News* According to the U.S. Census Bureau, building material and garden equipment and supplies dealers -- were up 6.5% from \$22.171 billion in the same month last year. Hardware stores -- the government's estimate for September was up slightly from \$1.446 billion in September last year. Elsewhere in the monthly U.S. Census Bureau report: Non-store retailers showed a significant gain, up 13.5% from last year.

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