



Nailed It!



Pointed News for You

Southern Building Material Association

July 2011

**From the mountains,
to the prairies,

To the oceans
white with foam,

God bless America,
My home, sweet home.**

Have a Safe and Happy 4th of July!

From the Executive Committee, Board of Directors and Staff of SBMA



SBMA Summer Conference July 28-31! See enclosed forms to register. If you have any questions, call Cindy Hartley at 800.966.4202. See you there!

IRS Increases Mileage Rate to 55.5 Cents per Mile The rate will increase to 55.5 cents a mile for all business miles driven from July 1, 2011, through Dec. 31, 2011.

From Our Members: IBSA Announces Tim Johnson as President and CEO effective May 11, 2011. Tim may be contacted at 800.334.4947 or tim-j@ibsainc.net. Congratulations, Tim. **Spruce Computer Systems Wins 2011 Communicator Award of Distinction** A Spruce Computer Systems advertising campaign highlighting the uncompromising quality of the company and its SpruceWare.NET software has won a prestigious Communicator Award. This Award is the leading international awards program honoring creative excellence for communication professionals. Congratulations to all at Spruce. **For Fifth Straight Year, Ace Leads J.D. Power List** J.D. Power listed Ace Hardware highest in customer satisfaction among home improvement retail stores. It is the fifth straight year for the recognition. The score is based on performance in five areas: merchandise, price, sales and promotions, staff and service, and store facility. Congratulations to all at Ace Hardware. **Cedar Creek Personnel Announcement** Cedar Creek, previously Epperson Lumber Sales, has named David Bond Vice President – Purchasing and Vendor Relations. D. Wayne Trousdale has been named Vice President Operations. Bill Adams CEO Cedar Creek Holdings, Inc. 20600 N. Main Street, Cornelius, NC 28031, 214.354.5541. Mark Niewerth is General Manager, Cedar Creek Statesville Branch, P.O. Box 1559, Statesville, NC 28687, 704.818.0239. Cedar Creek is a leading wholesale building material distribution company with twelve locations covering seventeen states in the mid-South, Midwest, and Southeast..

Welcome Our New Member

Service Management Distribution, Inc. (SMD, Inc)
Geary Sharber
1315 20th Century Lane, P.O. Box 250
Manning, SC 29103
803.505.2525 Fax: 803.505.2529
gearysharber@yahoo.com

In 2006, George Powell and Russ Bell opened SMD, a wholesale building material distributor. On July 1, 2011 they will expand to North and South Carolina. The team will be managed by Geary Sharber. Contact information in the box at the left.

Welcome SMD!

Final Regulation Aimed at Fighting Unreasonable Health Insurance Premiums *JJK/Keller* The Department of Health and Human Services (HHS) issued a final regulation requiring that health insurance rate increases of 10 percent or more be reviewed by state or federal officials. The rule also requires insurance companies to provide consumers with easy to understand information about the reasons for unreasonable rate increases and post the justification on their website.

Accidents Happen: *Home Channel News* The top injuries that occur to homeowners doing repairs, remodeling, yard work and other projects – falling of ladders, getting struck by mower debris, lacerations from a power tool or chain saw and burns or breathing difficulties caused by household chemicals.

Are you Prepared to Manage Generation Y? Generation Y, those born after 1977, when asked what they are looking for from their employers - 1) A fun work environment; 2) Growth opportunities, 3) Competitive salary, 4) A wide range of projects to work on, 5) Good benefits, including healthcare, profit sharing and 401k, 6) Opportunities to learn and develop new skills, paid for by the company, 7) Travel opportunities, 8) Flexible work schedules. **Introduce Your Support Staff to Your Customers** People in support roles at many companies often spend their entire careers without meeting any customers face to face. Remedy this by bringing a support staff member on a sales call. The cost of the trip is nothing next to the motivation it will bring. The support staff will get a better feel for customers, and will appreciate the fact that you value them enough to introduce them to important clients.



For complete article visit our website,

www.southernbuilder.org. President – *Larry Adams*, Editor – *Kathy Wooley*, Director of Member Relations – *Cindy Hartley*, Contact us at 800.849.1503 ♦ Fax: 704.331.9663 ♦ P.O. Box 18667 ♦ Charlotte, NC ♦ 28218

Have a Safe and Happy 4th !