

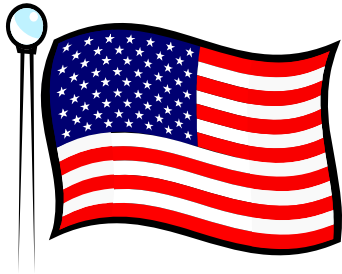


Nailed It!

Pointed News for You

Southern Building Material Association

July 2010



From the mountains
To the prairies
To the ocean white with foam...

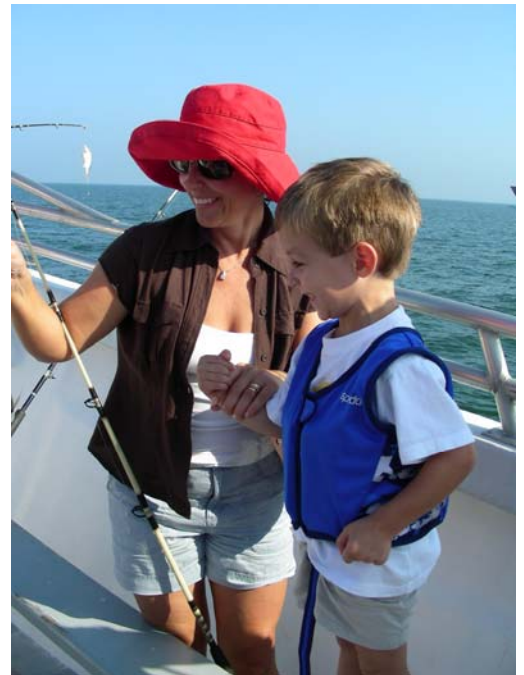
Happy Birthday America!

SBMA Summer Conference July 29 – August 1, Virginia Beach

Have you registered for SBMA's Summer Conference? If not, do it today. Don't miss this "event of the year". (Registration forms enclosed) Call Cindy Hartley at 800.966.4202 if you have any questions or if we can help you in any way.

Remember the fun events from previous years – golfing, fishing, tennis? The great food. The movies on the beach. The camaraderie? The hospitality suites, watching the kids? The seminars to enlighten, the beach to sooth.

This is the last fling before school starts and fall arrives. Join us there!



It's Hammertime

Thanks so much to everyone who supported me last year in my 3rd year of Tour to Tanglewood for the National MS Society. On September 25-26th I will be riding the 100 miles in the Tour to Tanglewood to raise contributions for the MS Society. Once again we are riding in support of Janet Moore, wife of long time Smith Phillips employee Gil Moore and Dixie Cline of Parksit, one of our vendor partners in the building supply business, and all the millions of other individuals who live with this unpredictable disease everyday. With your help last year I

exceeded my goal of **\$1,500** and I am shooting for it again. My home address is: 2889 Monticello Drive, Winston-Salem, NC 27106. *Chris Yenrick, Smith-Phillips, Winston-Salem, North Carolina* Way to go, Chris! Best of luck to all

!

Southern Building Material Association

MANAGEMENT NEWSLETTER

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From Our Members

Smith Philips Recycles



TINDELL'S ACHIEVES FSC CERTIFICATION

Tindell's Building Materials is now an FSC (Forest Stewardship Council) materials distributor. Being FSC certified shows compliance with the highest social and environmental standards on the market. Tindell's, founded in 1892, has locations in Knoxville, Oak Ridge, Sevierville, Maryville, LaFollette and Cleveland. They operate a truss manufacturing facility in Karns and millwork manufacturing facility in Halls.

Health

Tips for Staying Healthy at Work

The Horn, 4/10

Staying healthy at work isn't always easy. With all your co-workers sneezing and sniffing around you, it may seem impossible. Find out how to stay healthy at work with these tips:

1. **Wash your hands.** Often. This means every time you use the restroom, before you eat, after you sneeze or cough and any other time your hands feel dirty. Also, keep a bottle of hand sanitizer at your desk, for when you can't get to a sink.
2. **Keep your workspace clean.** Clean your phone, computer keyboard and anything else that you use frequently. Even if you are the only user, germs can live on these objects and you can re-infect yourself.
3. **Eat balanced meals every day –** including breakfast! Many people are tempted to skip breakfast because it takes too long to eat in the morning or in an (misguided) effort to lose weight. It has been proven that people who eat breakfast are healthier and more likely to remain at a healthy weight.
4. **Avoid co-workers who are sick.** You would hope that co-workers who are contagious would stay home from work. Unfortunately, this is usually not the case. If they do show up, try to avoid direct contact with them (without being rude, of course).
5. **Drink AT LEAST eight glasses of water a day.** Sodas and coffee may help you to stay awake, but they will also contribute to dehydration. So you need to be sure to also drink water. Just keep a water bottle with you all the time, drink throughout the day and you will probably get what you need.
6. **Take frequent breaks throughout the day.** When you are feeling tired or sore, get up and walk around for a few minutes. OR try stretching exercises at your desk. Taking breaks and keeping your body in shape will help you feel better and make you more productive.

7. **Use your vacation days.** It may feel like there is never a good time to be away from the office, but people who do not take vacations are more likely to be sick. Vacations are a good way to relieve stress, which has been proven to contribute to illness. So even if it is just a few long weekends, use your vacation days and don't take your work with you.
8. **Quit smoking.** It is pretty common knowledge these days that smoking is bad for your health. Smokers get sick much more frequently than non-smokers. You are also getting less work done if you have to take frequent smoke breaks throughout the day. And, no, smoke breaks do not promote productivity like exercise breaks do. Nicotine is a stimulant and actually increases your body's stress level.

Protect Your Employees from the Nation's Leading Killer

Did you know that tobacco use is the nation's leading killer and the single most preventable cause of disease, disability, and death in the United States?



According to the Center's for Disease Control (CDC), each year an estimated 443,000 people die prematurely from smoking or exposure to secondhand smoke, and another 8.6 million have a serious illness caused by smoking. For every person who dies from smoking, 20 more people suffer from at least one serious tobacco-related illness. Despite these risks, approximately 43.4 million U.S. adults smoke cigarettes.

As an employer, you hold an important and valuable position in protecting the health of the people in your organization. There are actions you can take to promote employee health in the workplace, especially when it comes to smoking.

Demonstrate Leadership:

- Establish and support a worksite wellness committee.
- Disseminate heart disease and stroke prevention messages.
- Hold a physical activity or health promotion day, month, or season spearheaded by a wellness committee and supported by the Chief Executive Officer.

Implement policies and incentives:

- Create opportunities for physical activity and good nutrition.
- Prohibit all tobacco use in indoor areas and near building entrances and exits.
- Reduce exposure to secondhand smoke by establishing smoke-free campus policies.
- Promote office-based team incentives such as gift certificates and lower insurance premiums for employees who participate in health risk assessments, competitions, and support groups that promote disease prevention measures. (i.e. quitting smoking, getting blood pressure checked, getting cholesterol checked).
- Provide heart-healthy nutrition, weight control, and tobacco cessation classes.

Promote Preventive Health Services:

- Provide health risk assessments, medical screening, and effective follow-up education and counseling to help employees control their blood pressure, blood cholesterol and blood sugar levels and quit smoking.
- Provide tobacco cessation counseling or access to counseling services (e.g. refer employees to quit line service provider).

Eliminating smoking in indoor spaces is the only way to fully protect nonsmokers from secondhand smoke exposure.

Home Safety Month: By the numbers *Home Channel News*

Did you know that more people are injured from hand tools than power tools?

According to the U.S. Consumer Product Safety Commission, more people injure themselves when working with hammers and utility knives than with power saws and drills. The most common tool-related injury is striking one's own fingers with a hammer.

That's one of the 30 home and home improvement facts collected by the American Association for Retired People (AARP) for June, Home Safety Month. The group has put together a list of 30 home safety tips, many of which can be good to know on the sales floor of a hardware store.

Other information from the list:

- Trying to charge non-rechargeable batteries is extremely unsafe;
- Poison ivy is getting more potent and harder to identify;
- Power mower injuries cause 80,000 hospital visits each year;
- Most falls in homes happen in the bathroom, not on the stairs; and
- A sharp knife is safer than a dull one.

For the Manager

New home sales up again in April *Home Channel News*

Lifted by a race to cash in on the expiring home buyer tax credit, new home sales for April increased 14.8% to a seasonally adjusted annual rate of 504,000.

The April estimate, released by the U.S. Department of Commerce, was also 41.8% above the April 2009 estimate of 341,000.

The effective cutoff for the federal home buyer's tax credit of up to \$8,000 was April 30.

The median sales price for a new house in April was \$198,400. The seasonally adjusted estimate of new houses for sale at the end of April was \$211,000

Regionally, the Midwest increased 31.6%, the South increased 10.8%, and the West increased 21.7% for April, while the Northeast remained flat.

Tax credits bolstered new-home sales, says NAHB *Home Channel News*

The home buyer tax credit program, which ended April 30, contributed to April reaching the strongest level of new home buying since May 2008, according to the National Association of Home Builders.

New home sales surged in April 14.8% above March numbers, as consumers rushed to claim the expiring home buyer tax credit.

"Clearly the home buyer tax credit program, which concluded at the end of April, was successful in getting the housing market moving again by helping many families achieve the dream of homeownership," said Bob Jones, chairman of the NAHB and a home builder from Bloomfield Hills, Mich. "Now that the program is over, other great buying incentives continue -- including exceptionally favorable mortgage rates, very attractive home prices and the steadily improving economy -- so there is good reason to expect the positive momentum to continue."

The nationwide inventory of new homes fell 5.8% in April to 212,000 units, which the NAHB said is the slimmest measure since October 1968, while the current sales pace declined from 6.2% in March to 5% in April, the lowest level since November 2005.

"The surge of buying activity we have seen in the final two months of the tax credit program has been very encouraging, and has helped builders work down their standing inventories to near historic lows," said NAHB chief economist David Crowe. "It stands to reason that this activity will level off over the next few months, as sales that would have occurred during that time were likely pulled forward to meet the April deadline. That said, today's favorable home-buying conditions, the recovering job market and reviving consumer confidence should help take the place of tax incentives to generate buyer demand."

Lowe's posts positive comps, beats expectations

The world's second largest home improvement retailer posted its first quarterly comp-store sales gain since the second quarter of 2006.



In its first-quarter earnings report released, Mooresville, N.C.-based Lowe's Cos. showed comparable-store sales increased 2.4%. The

company also reported net earnings of \$489 million for the quarter ended April 30, a 2.7% increase from the same period a year ago.

Sales for the quarter increased 4.7% to \$12.4 billion, up from \$11.8 billion in the first quarter of 2009. Comparable-store sales for the first quarter increased 2.4%.

“Consumers are showing signs of reengagement in home improvement, including discretionary projects and purchases of bigger ticket products, which had taken a back seat during the worst of the economic downturn,” commented Robert A. Niblock, Lowe's chairman and CEO. “This, combined with the government stimulus programs and favorable weather in March and April, drove solid quarterly sales and earnings that exceeded our guidance.”

During the quarter, Lowe's opened 11 stores. As of April 30, Lowe's operated 1,721 stores in the United States, Canada and Mexico, representing 194.3 million sq. ft. of retail selling space, a 2.9% increase over last year.

For the full year, the company expects to open 40 to 45 stores in 2010, reflecting total square footage growth of approximately 2%. Lowe's expects total sales to increase 5% to 7%. The company expects comp-store sales to increase 2% to 4% in 2010.

Home Channel News

From NLBMDA

D.C. Hotline: The 1099 Fiasco

By Jeremy Stine, NLBMDA

When the healthcare reform debate raged earlier this year, House Speaker Nancy Pelosi made the comment: “But we have to pass the [healthcare] bill so that you can find out what is in it.”

Those words have come back to haunt business owners.

According to Section 9006 of the 2,409-page Patient Protection and Affordable Care Act, all businesses will be required to send 1099 tax forms to every company or individual from which they purchased more than \$600 in services and goods throughout the tax year, beginning Jan. 1, 2012.

The new requirements will dramatically increase costs, pulling capital out of businesses that could be better used to reinvest in the business and create jobs.

Fortunately, Rep. Dan Lungren (R-CA) has introduced the Small Business Paperwork Mandate Elimination Act (H.R. 5141). The bill helps small businesses by repealing the expensive and burdensome new tax paperwork requirement included in the healthcare reform law that mandates businesses issue 1099s for virtually every business-to-business transaction. Support for the passage of this bill is crucial to preventing a flood of paperwork and costs to business owners across the country.

Jeremy Stine is manager of government and public affairs for the [NLBMDA](#).

SBMA's Roundtables have completed their spring sessions. The meetings were well attended and great information was gained by all. If you are interested in joining a roundtable, please contact Larry Adams at 800.849.1503 or e-mail Larry at larryonea@aol.com.

Safety

First-ever national efficiency and emissions standards for medium- and heavy-duty trucks announced

President Obama continues to build towards a new clean energy foundation, announcing a vision for cleaner, more efficient trucks, and next-generation cars, including advanced electric vehicles.

Signing a Presidential, the President directed the U.S. Environmental Protection Agency

(EPA) and the U.S. Department of Transportation (DOT) to create a first-ever National Policy to increase fuel efficiency and decrease greenhouse gas pollution from medium- and heavy-duty trucks for Model Years 2014-2018.

Currently trucks consume more than two million barrels of oil every day, and average 6.1 miles per gallon. They also emit 20 percent of greenhouse gas pollution related to transportation. Preliminary estimates indicate great potential for significant fuel efficiency gains and greenhouse gas emissions reductions for large tractor trailers, which represent half of all GHG emissions from this sector.

The President also called for an extension of the National Program for cars and light-duty trucks to Model Year 2017 and beyond.

Additionally, President Obama directed the Department of Energy to provide increased support for deployment of advanced vehicles, including electric vehicles, and directed EPA to reduce non-greenhouse-gas pollutants from motor vehicles.

Be prepared to submit your fingerprints (again) *J.J. Keller*



Did you know when a driver's hazardous materials endorsement (HME) needs to be renewed, he or she will be called upon to submit another set of fingerprints and complete another application for the security threat assessment? According to the regulations, this must be done each and every time the driver renews his or her HME.

This requirement has caught some drivers off guard and scrambling to get their HME renewed. They did not anticipate the additional time required for the investigation, and some could be caught without a valid endorsement if time runs out.

According to 49 CFR Section 1572.9 of the Transportation Security Administration (TSA) regulations, "An applicant must supply the information required in this section, in a form

acceptable to TSA, when applying to obtain or renew an HME. When applying to transfer an HME from one State to another, 49 CFR 1572.13(e) applies."

Based on Section 1572.9(e), when an applicant transfers an existing HME from one state to another, the second state will not require the applicant to undergo a new security threat assessment until the security threat assessment renewal period established in the preceding issuing state expires, not to exceed five years.

If you're not familiar with the TSA rules, the process is also laid out by the Federal Motor Carrier Safety Administration (FMCSA). In fact, Section 383.141 (b) states "A State may not issue, renew, upgrade, or transfer a hazardous materials endorsement for a CDL to any individual authorizing that individual to operate a commercial motor vehicle transporting a hazardous material in commerce unless the Transportation Security Administration has determined that the individual does not pose a security risk warranting denial of the endorsement."

The FMCSA, knowing the process is somewhat time-consuming, has instructed state licensing offices to notify HME holders — at least 60 days prior to the expiration date of the CDL or HME — that the individual must pass a TSA security threat assessment as part of any application for renewal of the HME.

The notice must advise a driver that, in order to expedite the security screening process, he or she should file a renewal application as soon as possible, but not later than 30 days before the date of expiration of the endorsement.