



Nailed It!

Pointed News for You

Southern Building Material Association

May 2010



SBMA's Summer Conference

July 29 – August 1
Wyndham Resort, Virginia Beach, VA

Cut out and put on your calendar

*SBMA's Summer Conference
July 29 – August 1
Wyndham Resort
Virginia Beach VA*

Whether it's tennis, golf, fishing or just spending some time with long time friends or making new ones, plan on attending the **event of the year**...SBMA's summer conference is scheduled for July 29 – August 1 at Virginia Beach. Mark your calendars and plan to attend this *not to be missed* event! Registration material is enclosed. ***This is a very busy time at the beach, so be sure to make your room reservations NOW. It will be easier to cancel them if you must than to get the room you want later.***

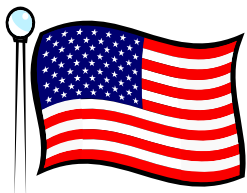
Roadcheck 2010 Takes Place June 8-10

During a 72-hour period in the second week of June, thousands of inspectors will be examining over 70,000 vehicles. What they find (or don't find) can affect your CSA 2010 Scores. And remember, even violations not resulting in an out-of-service order will be tabulated into the CSA 2010 Safety Measurement System. Some facts to consider regarding last year's Roadcheck event:



- A record 72,782 inspections were conducted.
- Of the vehicles inspected, 19.6% were placed out of service for mechanical problems (that's about 14,130 vehicles).
- On average, approximately 17 trucks or buses were inspected every minute

Roadcheck 2010 is less than two months away.



Happy Memorial Day! Be Safe

To all graduates, congratulations and best wishes!

To all mothers, God Bless You!

Southern Building Material Association

**MANAGEMENT
NEWSLETTER**

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From our Members

**Sun Windows Earns
Certified Green Professional**

Frank Anderson, President of Sun Windows, Inc. became one of the select group of professional builders, remodelers, and other industry professional nationwide who have earned the Certified Green Professional I (CGP) designation, identifying him as someone with knowledge of the best strategies for incorporating green building principles into homes.



The CGP curriculum incorporates a variety of information tailored to green building and business practices with training by leading building Industry practitioners and academics on a range of topics, including strategies for incorporating green building principles into homes using cost effective methods of construction and how green homes provide buyers with lower maintenance and good indoor air quality.

CGP program graduates are required to maintain their designation by completing 12 hours of continuing education every 3 years, a portion of which pertain to green building activities.

More on Sun Windows

Sun Windows, Inc. announces the implementation of an in-house Powder Coating Facility. This system will allow Sun to greatly improve the quality and time required for all custom exterior colors orders, while also allowing Sun to significantly expand all exterior color options on its Sun Clad products.

Sun has partnered with AkzoNobel, the worlds largest paint and coatings company, and their Interpon® Powder Coatings products to provide the highest quality exterior coatings system available. Both AAMA 2604 and 2605 standards will be available to meet the requirements of a wide range of building projects.

Powder coatings offer a hard finish which is tougher than conventional paint. Powder coated surfaces are resistant to chipping, cracking, peeling and fading. Powder coatings contain no solvents and release virtually no VOC's into the atmosphere. They are recommended by the EPA as contributing to the Green Building Initiative of the U. S. Government. Sun's Powder Coating application process is an Eco-premium solution with chrome-free pretreatment and an ultra durable topcoat.

The Green aspects of Powder Coatings further enhances Sun's Green Window Initiative and their commitment to sustainable and environmentally friendly products and technology. In addition to the fact that there are no VOC's in powder coatings, there are no heavy metals such as lead or chromium. There is almost no waste as over spray can be reclaimed and recycled or reprocessed. The durable protection provided by powder coatings reduces the need for replacement products or coatings. Many of the powders have a lower ecological footprint than competing products.

SBMA Show - High Point, NC

**February 3-4, 2010 (had best attendance
in 3-4 years)**

From e-news Arndt & Herman

**Activant Eagle Validated PA-DSS
Compliant**

Activant announced that Activant Eagle® software has achieved compliance validation with the Payment Application Data Security Standard (PA-DSS) version 1.2 Trustwave, an

approved Payment application Qualified security Assessor, tested the Eagle® software and found that it met or exceeded all of the PA-DSS requirements. Activant Eagle software is the cornerstone of Activant's suite of PCI compliance-related products and services.

Sales rise at Huttig *Pro Dealer Digest*

In an April 15 filing with the Securities and Exchange Commission (SEC), Huttig Building Products reported net sales of \$103.5 million from continuing operations for the first three months of 2010, approximately 3.5% higher than sales for the same period in 2009.

Sales increased in all major product categories in the period ended March 31, except building products, the filing said. Millwork sales increased 7% to \$51.6 million and wood products increased 13% to \$10.8 million in 2010. Building product sales decreased 3% in 2010 to \$41.1 million.

The St. Louis-based distributor posted a net loss of \$5.8 million in the first three months of 2010 as compared with \$14.3 million in the corresponding period of 2009.

Huttig is a two-step distributor of lumber, panels, decking, windows, doors, fasteners and other building materials. The company serves 41 states through 27 distribution centers.

84 Lumber closes 10 stores in 10 states

84 Lumber closes stores in SBMA area. The stores closed are located in Rocky Mount, VA; Concord, N.C.; Spartanburg, S.C. Each of the closed locations can be served by other 84 Lumber stores in the area, said Jeff Nobers, VP marketing and public relations.

The Eighty Four, Pa.-based pro dealer now operates 289 stores in 34 states, with 2009 revenues of \$1.35 billion. In 2008, the company posted sales of \$2.1 billion with 335 locations. 84 Lumber is not a member of SBMA.

NLBMDA

EPA Lead Rule Compliance Information

The new "Lead: Renovation, Repair and Painting" (RRP) rule takes effect April 22, 2010.

The rule will affect paid renovators who work in pre-1978 housing and child-occupied facilities, including:

- Renovation contractors
- Maintenance workers in multi-family housing
- Painters and other specialty trades.

Under the rule, child-occupied facilities are defined as residential, public or commercial buildings where children under age six are present on a regular basis. The requirements apply to renovation, repair or painting activities. The rule does not apply to minor maintenance or repair activities where less than six square feet of lead-based paint is disturbed in a room or where less than 20 square feet of lead-based paint is disturbed on the exterior. Window replacement is not minor maintenance or repair.

EPA RRP Website

EPA's website has more information on the rule. The site also has a handbook to help contractors understand the RRP. Called the "Small Entity Compliance Guide to Renovate Right," this document guides you through the RRP without having to read the actual regulation.

For more information visit
<http://www.epa.gov/lead/pubs/renovation.htm>

An Unfair Timeline?

Despite entreaties from the National Lumber & Building Material Dealers Association (NLBMDA) and other industry groups, the Environmental Protection Agency (EPA) won't budge on its Lead: Renovation, Repair and Painting certification deadline. As of April 22,

all remodeling contractors must take a one-day course on lead containment practices from an EPA-certified instructor before they work on houses built before 1978. Fines run into thousands of dollars a day.

Home Star bill introduced in House

Pro Dealer Digest

The proposed Home Star Energy Retrofit Act of 2010 moved closer to reality on April 14 with the introduction of a bill into the House of Representatives. A Senate version of the same legislation was introduced on March 25.

House co-sponsors Peter Welch (D-Vt.), Edward Markey (D-Mass.), Vern Ehlers (R-Mich.) and Dennis Cardoza (D-Calif.) were on hand to unveil the Home Star bill, which would create jobs by giving consumers instant rebates after contractors install energy-saving insulation, HVAC systems, hot water heaters, windows, doors and other products. The program has been funded with \$6 billion.

One of the speakers at the Washington, D.C., press conference unveiling the bill was Michael O'Brien, president and CEO of the National Lumber & Building Material Dealers Association (NLBMDA). O'Brien pointed out that the rebate process, where contractors would seek federal reimbursement through their suppliers or other third-party providers, must provide a level playing field for all retailers.

"Many building material dealers provide installed services for these types of energy-saving products, such as windows, doors and insulation, and would be able to provide one-stop service to homeowners seeking to take advantage of the new Home Star rebates," said O'Brien during the press conference. "Since the majority of our members are multi-generational, family owned small businesses, it is imperative that the proposed Home Star rebate program work as effectively and efficiently as possible to ensure that companies of all sizes and in all markets are able to participate in and benefit from the program."

U.S. Army to use InsulStar for new housing *Home Channel News*

Mount Airy, N.C.-based polyurethane manufacturer NCFI has announced its InsulStar spray foam insulation will be used in the construction of the Army's new modular housing at Fort Bragg, N.C.

The new housing units, called Unaccompanied Enlisted Personnel Housing (UEPH) were developed by the U.S. Army's Corps of the Engineers, and required an air tightness metric of .25 cubic feet per minute.

Brian Nuhfer, president of Foam Applicators Inc., the company contracted to install the UEPH's foam barrier, described InsulStar as a "high performance insulation, air barrier, moisture barrier, and includes an anti-microbial agent."

According to NCFI, the UEPH project is a \$45 million facility, which is five stories high, and will provide housing for approximately 600 soldiers. The apartment-style housing will feature private sleeping areas, walk-in closets and a shared bathroom and kitchenette.

California considering supply chain legislation

The San Francisco Chronicle reported that the California legislature has introduced a bill requiring building material dealers to guarantee that their entire supply chain is free from abusive labor practices.

The intention of the bill is to modify the California Public Contract Code, which currently prohibits the use of forced labor by contractors and subcontractors but makes no mention of their supply chains.

The measure would apply to all raw materials that go into state projects and public works contracts when the cost of building materials exceeds \$20,000.

Abusive practices are defined as any type of forced labor, including the exploitation of children, sweatshop labor and convict labor.

Housing starts jump in March

Total housing starts surged to a seasonally adjusted annual rate of 626,000 in March, according to data released today by the Commerce Department. That's the highest figure since November 2008.

While the March figure is only 1.6% ahead of the revised February figure, it's a full 20.2% above the March 2009 rate of 521,000. What's more, February was adjusted upward significantly from an originally reported rate of 575,000.

According to the construction statistics, single-family starts came in at a pace of 536,000 -- down 0.9% from February, which was also revised upward significantly.

The higher-than-expected numbers, though still in the near neighborhood of historic lows, are certain to be viewed with optimism for suppliers and home builders.

The Commerce Department report showed 2010 has already provided three consecutive months that have cracked the 600,000 barrier. That didn't happen once last year. The largest monthly figure reported from all of 2009 was 593,000 (June.)

On a regional basis, the South and West showed the brightest trends. Single-unit starts in the South were up 47.7% in March compared with last year, and were up 9.9% compared with last month. In the West, single-unit housing starts increased 82.8% compared with last year, and inched up 0.9% compared with February.

All four regions showed double-digit increases in single-family housing starts compared with a year ago.

Building permits, meanwhile, increased 7.5% to a seasonally adjusted annual rate of 637,000.



How Minimum Wage Laws Work

Source: Jannsen & Company SC

The current federal minimum wage rate is \$7.25 per hour. That's clear-cut. But you may find other minimum wage provisions a little fuzzy.

The provisions are contained in the Fair Labor Standards act (FLSA). The act applies to employees of enterprises that have annual gross volume of sales or business done of at least \$500,000.

The act also applies to employees of smaller companies if the employees are engaged in interstate commerce or in the production of goods for commerce, such as employees who work in transportation or communications or who regularly use the mails or telephone for interstate communications.

Other workers, such as guards, janitors, and maintenance employees, who perform duties that are closely related and directly essential to such interstate activities are also covered by the FLSA.

Many states also have a minimum wage laws. Some states laws provide greater employee protections, and employers must comply with both the federal and state laws.

For instance, the minimum wage in some states, such as Washington, Oregon, Massachusetts, Vermont and Connecticut, is in excess of \$8 per hour. If that state minimum wage is higher than the federal amount, employees are entitled to the greater amount.

With only some exceptions, overtime (time and one-half) must be paid for work over 40 hours a week. Child labor regulations prohibit persons younger than 18 years old from working in certain jobs and additionally sets rules concerning the hours and times employees under 16 may work.

The Wage and Hour Division of the Department of Labor offers a "Handy Reference Guild to the Fair Labor Standards Act," which explains how the law applies. To view and print a PDF version of the guide visit <http://www.dol.gov/whd/regs/compliance/hrq>

Uptick Predicted in Remodeling Activity

Pro Dealer Digest

Home improvement spending is expected to recover this year, with an anticipated 5% growth in 2010, according to a report by the Remodeling Futures Program at the Joint Center for Housing Studies of Harvard University.

“The gradual recovery in the broader economy should encourage more remodeling spending by homeowners,” said Nicolas Retsinas, director of the Joint Center for Housing Studies. “This year could produce the first annual spending increase for the industry since 2006.”

Gains in housing prices and a stabilization in the employment outlook will also help homeowners refocus on renovation projects, the report said.

8 Ways to Protect Your Head

Safetysmart online

Don't let a head injury tragedy happen to you or anyone you care about. Share with your workers these 8 ways to protect your head:



1. Use head protection at work and while engaging in sports and recreational activities.
2. Wear a hardhat in any area where falling objects are a hazard
3. Car crashes remain the leading cause of head injuries, so wear your seat belt and don't drink and drive
4. If your job involves working near electrical installations, wear a hardhat designed to protect against electric shock.
5. When working at heights, use fall prevention and fall arrest equipment.
6. Use ladders with care, and hold onto the handrail when using the stairs.
7. Prevent falls from the same level by keeping walking surfaces free of clutter and spills.
8. Good lighting and good footwear also can help prevent falls.

Did you know that people between the ages of 15 and 24 are at the greatest risk for suffering a traumatic brain injury?

Knowing What to Do in the Event of an Accident is Critical.

Accidents, incidents, crashes... call them what you will, they happen thousands of times each year. So, you need to ask yourself these questions:

- Are your drivers properly trained to handle accidents?
- Do they have the right equipment and supplies?
- Is your company prepared to handle loss and damage claims?
- Will you be able to manage insurance policies and/or tracking accident claims?

By taking simple steps to ensure your company and drivers are properly prepared, you can reduce the risk of further accidents and make sure your drivers know what to do should one occur.

New OSHA training procedures effective

April 28 *J.J. Keller*

According to Hilda Solis, Secretary of Labor, OSHA currently requires that training provisions under its standards be provided in a language or a form that the workers can understand. The agency further requires that its compliance officers check and verify that workers have received the training required by OSHA standards.

However, effective April 28th, OSHA will assure that its compliance officers check and verify not only that the training has been provided, but that it was provided in a format that the workers being trained can understand.

For the construction industry, Solis said that OSHA will launch a pilot program that allows the agency to work with and train building inspectors to notify the agency when they observe unsafe work conditions during the course of their building inspection work.