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Pointed News for You



Southern Building Material Association

September 2011



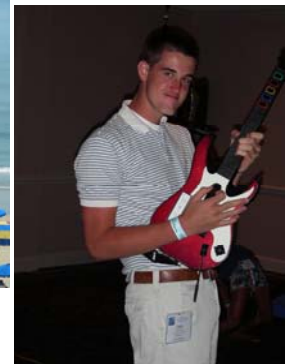
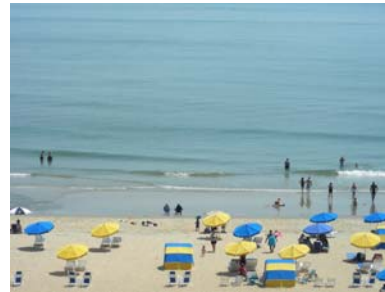
Patricia Jones First Woman Chairman

Patricia Jones, Jones Lumber Company, Henderson, Tennessee, became the first woman chairman of SBMA at the annual Summer Conference July 30, 2011. Along with Patricia were **Leon Huneycutt, Locust Lumber Co.**, Locust, North Carolina, became Treasurer and First Vice-Chairman, **Jon Stier, Stier Supply**, Columbia, South Carolina, became Second Vice Chairman, **Mike Moore, T.W. Perry Enterprises**, Gaithersburg, Maryland, became Third Vice Chairman and **Mike Christian, Massey Builder's Supply**, Richmond, Virginia, Immediate Past Chairman.

Seven dealer members retired from the board: **Dwight Simmons, Mountain Lumber Co.**, Boone, North Carolina; **Bryan Strickland, Guy C. Lee Building Materials**, Shallotte, North Carolina; **Greg**

Gregory, Builders Supply Co., Lancaster, South Carolina; **Lou Hutchings, GBS Lumber Inc.** Mauldin, South Carolina; **Brent Stewart, Stewart Building Supply**, Brentwood, Tennessee; **Joe Allen, Anderson Lumber**, Alcoa, Tennessee; **Richie Siewers, Siewers Lumber**, Richmond, Virginia.

Current Board of Directors are: **Scott Warren, Garris Evans Lumber**, Greenville, North Carolina; **Toliver Parks, Parks Building Supply**, Fayetteville, North Carolina; **Chris Yoder, Yoder's Building Supplies**, Fair Play, South Carolina; **Jay Piovarcy Parkes Lumber Co.**, Lawrenceburg, Tennessee; **Eddie Crosslin, ProBuild**, West Smyrna, Tennessee; **Jim O'Brien The Lester Group**, Martinsville, Virginia and **George Hooper, W.F. Paulette & Son**, Scottsville, Virginia.



A very special thank you to all who helped make our summer conference such a success.

To our sponsors;

To those who donated gifts;

To those who donated money;

To those who delivered "stuff" to and from the beach;

To those who drove and shopped;

And thanks to all who came!

You all made it fun for everyone!

Southern Building Material Association

**MANAGEMENT
NEWSLETTER**

President – *Larry W. Adams*
Editor – *Kathy Wooley*

Cindy Hartley – 800/966-4202
P.O. Box 18667
Charlotte, NC 28218
800/849-1503 Fax: 704/331-9663
Website Southernbuilder.org



**On this the 10th Anniversary of 9/11,
let us all pause and remember...**

From Our Members

**Cox Industries and iLevel Collaborate
to Offer Treated Wood Products**

**iLevel now distributing Cox fire- and
preservative-treated building materials in
Eastern U.S.; Companies teaming up on
continuing education for building
professionals**

Cox Industries and iLevel by Weyerhaeuser have joined efforts to expand distribution of Cox fire- and preservative-treated lumber, plywood and columns in select Atlantic states under the [Cox D-Blaze®](#) and [Ecolife™](#) brands. When used properly, Cox D-Blaze® fire-retardant treated lumber and plywood can help control the spread of flames and smoke, and Ecolife™ by Cox can help protect wood against fungal decay, termite damage and weathering.

Specific Cox products available through iLevel vary by market, and are distributed through iLevel's Richmond, Charlotte and Jacksonville distribution centers. Cox Industries is a leading manufacturer of treated wood products, based in South Carolina, and iLevel is one of the nation's largest [building material distributors](#) with 30 facilities across the country.

www.ilevel.com, www.coxwood.com

In addition to creating new distribution avenues for Cox's wide breadth of outdoor building materials and fire-retardant lumber, the companies will work together on marketing and sales promotion activities, including leveraging the extensive continuing education sales program created by Cox in 2008. This series of events delivers both product and building practice curriculum to designers, code officials and builders – resulting in more than 15,000 continuing education credits in 2010.

"This collaboration is about more than moving products to market; it's about delivering quality products and services in innovative and socially responsible ways," said R. Michael Johnson, CEO of Cox Industries. "We could not have found a better company to team-up with than Weyerhaeuser, which was recently named the world's most admired forest and paper products company by Fortune magazine."

"Cox treated-wood products are a logical addition to the full-line of building materials iLevel distributes," said Jim Warnke, East Division General Manager for iLevel Distribution. "We're focused on meeting our customers' needs with a strong base of quality products and services, and Cox is one of the most recognized and trusted brands in treated materials."

"With over 165 years of combined experience in the lumber products industry, both Cox and Weyerhaeuser are determined to deliver a level of customer support and product diversity unequalled in the industry," added Johnson.

"By working together, we aim to provide increased value to LBM dealers throughout the eastern U.S. by enhancing rapid order fulfillment with an impressive array of products."

Federated Life Insurance Company Maintains "A" Rating

(Owatonna,
MN)
Federated
Life
Insurance



Company is proud to announce that once again it has earned an "A" ("Excellent") rating for financial strength from Weiss Ratings, the nation's leading independent provider of ratings and analyses of financial services companies, mutual funds, and stocks. Less than two percent of the nation's life and health insurers meet Weiss Ratings' criteria for exceptional financial strength.

Melissa Gannon, Vice President of Weiss Ratings, wrote, "This rating recognizes Federated Life Insurance Company as an outstanding insurer, offering excellent financial stability for its customers, vendors, and employees."

In Memorium



Stephen Coleman, son of Steve and Brenda Coleman, Anderson Lumber, Alcoa, Tennessee, departed this life July 14, 2011. Stephen's strong will and faith allowed him to journey through the illness of brain cancer for thirty three months. He fought his illness with perseverance, courage, determination

and dignity. Stephen graduated from Maryville High School in 1992, where he was a four-year letterman in football and baseball. Stephen was the quarterback for the Red Rebels and was selected as captain and an all-state selection his senior year. In 1996, Stephen graduated from Maryville College with a degree in Business Management. He was a four year starter for the Scots baseball team as a second baseman and pitcher. During the 1995 season he and shortstop Chucky Yates ranked sixth nationally turning 43 double plays. Stephen attended graduate school at the University of Tennessee. In 1996, he became the fourth generation of Anderson Lumber and Home Center as Chief Executive Officer involved in sales and marketing. He also implemented and managed the installed sales segment of the business. A special thanks to his girlfriend, Erika Weaver, who with steadfast love and devotion has walked with him throughout his journey with cancer.

To all my Friends,

Thanks so much to everyone who supported me last year in my **4th** year of Tour to Tanglewood for the National MS Society. I am now an official **5 Year Veteran**. The Hammertime cycle team, has now raised close to **\$30,000** as a team, all with the help of our friends and family.

On September 17th and 18th I will be riding the 150 miles in the Tour to Tanglewood to raise contributions for the MS Society. We continue to ride in support of Janet Moore, wife of long time Smith Phillips employee Gil Moore and Dixie Cline of Parksite, 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 fell just shy of my goal of **\$1,500** last year and with the continued slow economy I am going to shoot for \$1,000 this year. I know we have all had a tough time gritting through this economic doldrum and I greatly appreciate all your support helping our team be so successful in fighting MS. I hope you will consider contributing in honor of these individuals living with MS and this great effort to find a cure.



Visit

http://main.nationalmssociety.org/site/TR?px=3729465&pg=personal&fr_id=16825&et=ASotEajgFkUCj1ajhbAIYg.&s_tafld=189673 for more information.

My home address is: 2889 Monticello Drive, Winston-Salem, NC 27106. If you work for a company that has a matching gift program, please send the form and the MS Society will be glad to process it. I am glad to be participating again in the Tour to Tanglewood for this wonderful cause. Thanks so much for all your support.

Gratefully,

Christy Yates



FROM NLBMDA

The 2011 ProDealer Industry Summit, a three-day educational and networking forum designed to support the growth of LBM Dealers, Builders, Distributors, Wholesalers and Manufacturers will be take place at the Grand Hyatt, in San Antonio, Texas, October 26-28.

Session Topics Include:

The 2010 Census:

- Impact on Residential Construction
- Succession Planning
- Forces of Change in Distribution
- Distribution Best Practices
- Employee Compensation, Retention & Benefits

To register visit www.dealer.org .

For the Manager



Smartphones Security

Smartphone security is increasingly becoming an area of concern as more employees conduct business using their phones, whether company-issued or not.

Employers may not know what employees are downloading and carrying with them. Confidential information? Trade secrets? Client lists? Business strategies? Personally identifying information on employees that could be used to commit identity theft? And how secure are their phones? What if they are lost or stolen? Most people don't lock their phones with a password, and if someone should find a lost phone, they could have access to a wealth of information – not only on the individual whose phone was stolen, but on the company as well.

It is a good idea to have a policy providing guidance to employees on what

company data they are restricted from carrying around with them on their phones; what security measures they should have in place to keep data secure; and what procedures they should follow if their phone is lost or stolen.

Four Ways to Reward Employees Without Spending Any Money

Cash bonuses can be great, but they are certainly not the only way to reward employees. In fact, other methods can be even more effective. Here are four ways good managers can recognize employees without dipping into the budget:

1. **Let them set their own schedules.** Once a worker shows that she or he is a consistent contributor, relax some of the supervisory structure. Let stellar employees use their own judgment about when they take breaks, how long lunch should be, and so on.
2. **Find advancement opportunities for them** – even outside your department, if necessary. Obviously, it would be better to keep good workers in your own department. But, if there are not opportunities for them there, actively seek out promotional possibilities in other departments. Sure, you'll lose some good workers this way, but that will be offset by the image of good will you project. Your employees will realize that you care about their future as much as you care about yours.
3. **Give them plum assignments.** When possible, find special assignments for exceptional workers – assignments that offer them a welcome change of pace. Sitting on a special task force, for example, or working on a new product launch.
4. **Praise them in front of their peers.** The human being has not yet been born who doesn't relish public praise. Remember, though to reserve this powerful weapon for exceptional performance. Otherwise, you risk weakening its potent power.

Adapted from: The Supervisor's Big Book of Lists, by George T. Fuller

Safety

Safety Focus

Preventing Cuts and Lacerations

Each year, millions of workers suffer workplace injuries that could have been prevented. Some of the most common and preventable injuries are cuts and lacerations.



Approximately 30 percent of all workplace injuries involve cuts or lacerations, and about 70 percent of those injuries are to the hands or fingers.

Typical hazards/causes of cuts and lacerations

- Improve trainings
- Lack of established safety procedures
- Employees in a hurry, taking short cuts or not following safety procedures
- Failure to wear cut-resistant gloves or wearing improper gloves for job.
- Contact with metal items such as nails, metal stock or burrs
- Hand tools with blades, (e.g. knives, box cutters, screwdrivers, chisels)
- Powered machinery with cutting blades, pinch points, chain and sprocket, conveyor belts, rotating parts, motors, presses, lathes
- Handling sharp objects or material such as glass, sheet metal
- Improper tool for the job or tool used improperly (e.g. using a screwdriver as a pry bar)
- Tools in poor condition (e.g. cracked or broken handle, dull blade, mushroomed head or slippery from exposure to oil-based chemicals)
- Missing or improperly adjusted guarding
- Poor housekeeping, clutter, debris
- Poor lighting, reduced visibility

One of the most common sources of cuts and lacerations is the use of knives and other cutting tools.

Below are suggestions for knife and blade safety:

- Wear proper safety gear; eyewear, gloves, sleeves
- Use proper tool for the job.
- Inspect tools prior to use.
- Keep work area clear,
- Keep tool under control at all times.
- Keep the item you are cutting secured; don't hold work in hand while cutting.
- Use a sharp blade; a dull blade requires greater force, increasing potential hazards
- Replace blades when they become dull; use caution when disposing of used blades (e.g. use approved sharps container or wrap the cutting edge with heavy tape.)
- Stand in a well-balanced position
- Pull the blade toward you when cutting on a horizontal surface.
- Make sure the path of the cut is clear, and keep the non-cutting hand out of the path of the cut.
- When cutting thick material. Use several passes of the blade and apply more downward pressure with each pass.
- Never use a cutting blade as a screwdriver, pry bar or chisel.
- Don't leave exposed blades unattended; use self-retracting cutting blades.
- When appropriate, use rounded tip cutting blades rather than pointed tip blades.
- Maintain proper storage or use a separate drawer for sharp cutting tools.
- Keep cutting tools in a closed position or covered with a protective sheath.

TIMBERtalk, Summer 2011

Welcome Our New Member

Chris Kollwitz
Viance

200 E. Woodlawn Road
Suite 350

Charlotte, NC 28217

704.522.0825 Fax: 704.527.8232

www.treatedwood.com

OSHA Uses Cell Phone Technology to Assist in Heat Related Illness Protection

J.J. Keller

As part of continuing educational efforts on the dangers of extreme heat, Secretary of Labor Hilda L. Solis announced a free application for mobile devices that will enable workers and supervisors to monitor the heat index at their worksites in order to prevent heat-related illnesses.

The app, available in English and Spanish, combines heat index data from the U.S. National Oceanic and Atmospheric Administration with the user's location to determine necessary protective measures. Based on the risk level of the heat index, the app provides users with information about precautions they may take such as drinking fluids, taking rest breaks, and adjusting work operations. Users also can review the signs and symptoms of heat stroke, heat exhaustion, and other heat related illnesses, and learn about first aid steps to take in an emergency.

In addition, the app provides information for supervisors on how to gradually build up the workload for new workers, as well as how to train employees on heat illness signs and symptoms. Users can also contact OSHA directly through the app.

According to OSHA, the app is designed for devices using an Android platform, and versions for BlackBerry and iPhone.

**Pete Whittington, BlueLinx Co. retires
September 2, 2011, after 39 years.**

**Best of luck to you, Pete.
Thanks for all you have done.**

We will miss you!

***SBMA will be closed
September 5, 2011. Have a
safe and happy Labor Day!***

SBMA Show Committee Meets

SBMA's show committee met August 17 in Hickory, North Carolina. The 17 present toured the Hickory Convention Center, Courtyard by Marriott and the Hampton Inn. The purpose of the meeting was to discuss the 2012 show and future years.

The meeting was a great success with many new and exciting ideas resulting.

Mark you calendars for February 1-2, 2012 as we return to ShowPlace in High Point, North Carolina for an all NEW SHOW. We will have an all new floor plan, dealer-contractor sales contest, games, cash prizes.

If you are a supplier, be sure to contact SBMA for your booth. Where else can you reach so many people in such a short period of time? If you have never exhibited or if it has been awhile, start 2012 off right – exhibit in SBMA's Building Product Buying Show.

If you are a dealer, contractor, architect – you won't want to miss this show.

Contact Larry Adams or Kathy Wooley at
800.849.1503 or
Kathy@southernbuilder.org

