



“Preserving the Past while Building the Future.”



Celebrating 127 Years of Service

A note from the Siewers Family...

We would like to take this opportunity to welcome a number of new readers to our monthly newsletter. The Siewers' Newsletter is designed to be a tool for contractors and architects alike; to keep abreast of happenings, new products and changes within our building industry. Remember, this is your newsletter. If there is something you would like to see as a part of it, please let us know. We will do our best to make it happen!

March Madness is upon us, the days are getting longer and there seems to be some optimism in the air! We are excited that spring has sprung in the Richmond area and that our industry is moving forward – full speed ahead!

Our new “Select Tight-Knot” grade of Western Red Cedar continues to be well received. Next time you are at Siewers, please ask a salesman to show you this new product for pergolas, decks and other outdoor projects.

We had a huge response to our “Screeneze” workshop last week. For those of you not familiar with “Screeneze”, it is a new and easy method of screen installation, eliminating many of the headaches and hassles associated with the screening or rescreening of existing porch areas. Having seen the demonstration, we feel confident you will see the advantages of this new product and installation technique.

In the coming months, we will be hosting a presentation of the new “Azek Pavers” now in stock at Siewers Lumber Company. This product is a less expensive alternative to brick pavers with many advantages over brick. There is a small display near our front entrance for you to view in a garden setting. Please ask any salesman about this new and exciting product.

Once again, we want to say “Thank You” for your business and ask that you let us know if there are other ways we can better serve you in the future.

-The Siewers Family

Economic News

U.S. Foreclosure Market Report: Frozen-Up Foreclosure Process Begins to Thaw

The pattern of increasing foreclosures to continue in the coming months, especially given the finalized mortgage and foreclosure settlement reached in early February between 49 state attorney generals and five of the nation’s largest lenders. The settlement sets forth clear guidelines for lenders and servicers to follow when foreclosing, which should allow them to push through some of the delayed foreclosures from last year. Other roadblocks to foreclosure are still in place at the state level, including legislation altering the foreclosure process and lawsuits against lenders. Expect to see somewhat uneven trends in local and regional foreclosure numbers going forward as lenders work through these additional legislative and legal roadblocks.

Lenders repossessed a total of 66,542 U.S. properties in January, an 8% increase from December but still a 15% decrease from January 2011. *(This is from February 29, 2012 Realty Trac Report).*

Housing Prices Fell in December, Continue to Hurt Economic Recovery

The nation’s home prices have fallen to their lowest level since 2002, according to a Washington Post report. The analysts have been nervously eyeing rising oil prices and Europe’s struggling economy. S&P’s property values report offered a sobering reminder that the still-shaky housing market remains one of the most potent threats to a robust recovery.

The continued trouble in the housing market has proved to be among the most vexing problems in the economic downturn. Even as the stock market has reached a four-year high, the unemployment rate has declined sharply and consumer confidence has perked up, housing remains problematic, putting a damper on economic growth.

Actions taken by the present administration to bolster the housing market have only helped on the margins. *(For the complete story go to www.washingtonpost.com business section 2/29/12.)*

Cheaper Pennies and Nickels

Sometimes an economic story comes by that just must be told.....

The U.S. Mint has reported that at present a penny cost 2.4 cents to make and a nickel cost 11.2 cents. So next time you see a penny or nickel on the ground you might want to pick it up!

Contractor issues in the news....

OSHA announces new online Outreach Training Program

The Occupational Safety and Health Administration have announced 10 OSHA authorized training providers to deliver 25 online courses. The classes are voluntary and are not required by OSHA, but they provide training that can help protect workers' safety and health and help employers reduce the high cost of worker injuries and illnesses.

To access courses and other information about the programs go to <http://s.dol.gov/L6>.

Effective Cash Flow Management

A common problem affecting small businesses is cash flow. If you are expanding or even doing less business, it will be a major factor. It is common to find that even though successful companies made money in the preceding year, they still don't have sufficient capital to pay their bills on time, pay adequate compensation to the owner or expand their business.

Here are simple, effective methods to correct this:

1. Require deposits on all sales & jobs, they contribute to cash flow. For corporations, they are usually treated as liabilities and represent no tax consequences until a contract is completed.
2. Postpone spending wherever possible but not if the postponement would cause an increase later, for example, on equipment maintenance.

NLBMDA Commends Introduction of Legislation to Reform EPA Lead Rule

The National Lumber and Building Material Dealers Association (NLBMDA) has commended Sen. Jim Inhofe (R-OK) for introducing legislation to reform EPA's Lead, Renovation, Repair and Painting (LRRP) rule to reduce the burdens of the rule on the home remodeling and retrofit market, while maintaining protections for pregnant women and small children from lead hazards.

Among its key provisions, S.2148 would restore the "opt-out" clause, suspend the LRRP if EPA cannot approve a commercially available test kit that meet the regulation's requirements and provide a minimum exemption for first-time paperwork violations.

NLBMDA will be making S.2148 one of the priority issues for its Spring Meeting and Legislative Conference in Washington.

Resolutions: It is never to late to start

Here are a few resolutions for 2012 that can help your business and yourself:

1. Resolve to pump-up your personal vitality. The real currency of the new century is not cash. It's vitality. It's the ability to keep going every day of every week of every month of the year with vigor and verve.
2. Resolve to be habitually generous. Success is not something you pursue. It's something you attract by what you become.
3. Resolve to refrain from verbal attacks. Use the language of conciliation, not the language of confrontation.
4. Resolve to be open to the cultures and influences of others. There is a direct correlation between personal well-being and openness to other people's ideas and cultures.
5. Resolve to take control of your destiny. Don't be so busy trying to make a living that you forget to make a life.
6. Resolve to increase your human connectedness. The person with the best connections wins.
7. Resolve to increase your creativity by letting go of the familiar. Try to see the world through fresh eyes every day.
8. Resolve to be you because others are already taken. You and I are at our best when we're being authentic.

Contractor Rewards Program

Contractor Rewards is a program that rewards builders, remodelers and professional trade contractors for buying quality products from leading building products manufacturers. It's free and easy to participate.

Visit www.contractorrewards.com for qualifying products from Dupont Tyvek.

New to you....

Azek Pavers Provides New Opportunity for Contractors

Contractors can now get into the landscape portion of a job with Azek's New Pavers, The Azek Pavers fit together in a 16" x 16" grid and include landscape pavers, permeable pavers, and resurfacing pavers that are perfect for patios, walkways, driveways, roof tops and decks.

Manufactured with up to 95% post – consumer recycled rubber and plastics (primarily tires); the 4 x 8 pavers are available in five colors. The Azek Pavers are stain and scratch resistance with an innovative grid system and less than half the weight of traditional pavers. Due to the 16 x 16 grid system, the Azek Pavers install up to three times faster than other pavers. The pavers can be cut with a regular miter or jigsaw (no masonry wet saw) thus greatly reducing time and labor.

Siewers is the stocking dealer for Central Virginia and keeps in inventory the resurfacing pavers in three different colors. More information can be found at www.azek.com/vast.



Made in the USA!

Maze Nails

Maze Nails has the world's largest variety of specialty nails. W.H. Maze Company has been helping to build America since 1848. They are located in Peru, Ill. (www.mazenails.com)

Double-Hot-Dipped Zinc-Coated Stormguard nails and Type 304 stainless steel 20-degree stick nails are being made and sold by Maze Nails for use in a wide variety of popular 20-degree framing nailers – for a wide array of exterior siding and decking jobs.

Siewers carries Maze nails for wood siding, split nails, small head siding, anchor down nails and hardwood trim nails.

Quick Contractor Tip

Keep a deck or two of old playing cards handy in the shop for use as shims, but they also make a terrific gauge for copying molding profiles. This gauge is most useful on trim that is attached to a wall or piece of furniture and can't be held against a blank to transfer the profile directly.

Start with a stack of cards the same height as the trim being profiled. Gently push one end of the stack into the trim to set the profile. Now pinch the stack with your fingers or a spring clamp to hold it temporarily and then carefully wrap the stack with a rubber band to save the profile. Transfer the profile to a blank and rout the profile.

Brian Campbell, Winona, MN.

How would you like to be published in a future issue of Siewers Newsletter?

Be sure it is a quick tip that can help another contractor and one that is simple to understand (“Even I need to understand it!”) It also must be economical to create.

Submit your tips to laurenf@siewers.com.



Easter Sunday is April 8th.



French Food Festival

April 21st from 11:00 a.m. to 7:00 p.m. at Little Sister's of the Poor. Many of your friends from Siewers will be donating their time and talent to this event.
www.lspfrenchfoodfestival.com

Success through Association!!

Thanks to a major effort by the dealers in Virginia, SBMA and several other association groups, we were able, today, to stop a Bill in the Virginia Legislature which would have for all practical purposes killed the Virginia Lien Law.

This morning nearly 20 dealers from across Virginia attended a Virginia Senate Committee meeting, and watched the committee kill the Bill for this year. SBMA members, Mike Christian and George Lester spoke for our group.

This was the same bill that flew through the House of Delegates in record time by a vote of 90 for a 7 *against*. But thanks to all our members who called the Senate Committee Members, our Lobbyist who worked the committee diligently for us, and of course, our appearance in the committee meeting this morning.

Written by Bruce Shelton of the Southern Building Material Association.

NOTE: Locally, representatives from Siewers, Massey, Ruffin & Payne, NB Goodwyn and Costen Floors represented suppliers from Central Virginia and made phone calls and attended the hearing on February 27th.



Economy Snap Shot.....

	<u>Unemployment Rate – Entire U.S.</u>	<u>Consumer Confidence (Indexed to value of 100 in 1985)</u>	<u>Total Housing Starts /Seasonally Adjusted Annual Rate</u>
February 2012	8.3%	70.8	698,000
Prior Month – January 2012	8.3 %	61.5	706,000
Prior Year – February 2011	8.9%	72.0	518,000

	<u>Gallon (\$) Of Gas</u>	<u>Existing Home Sales</u>
February 29, 2012	\$3.74	N/A
Prior Month – January 2012	\$3.39	4,570,000
Prior Year – February 2011	\$3.35	4,220,000

Market Summary

	<u>March 20, 2012</u>	<u>1/01/12</u>	<u>2/29/11</u>
DOW	13,239	12,217	12,226
NASDAQ	3,078	2,605	2,780
S&P 500	1,409	1,257	1,322

Company Mission

To operate and maintain a genuine state-of-the-art lumberyard and mill for Richmond remodelers, with service that is second to none.



“Happiness is itself a kind of gratitude.” Joseph Wood Krutch

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www.siewers.com**

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**Hours:
Monday – Friday
7:30 a.m. – 4:30 p.m.**