



“Preserving the Past while Building the Future.”



Celebrating 128 Years of Service

A note from the Siewers Family...

We hope you are enjoying this beautiful spring weather! All of us at Siewers are glad that spring is here and hope that the building and renovation industry will continue to gain strength.

We have a few upcoming dates that we wanted to share with you. Monday, May 7th will be Azek Pavers Coffee and Donuts from 9:00 a.m. to 11:00 a.m., Thursday, May 10th, will be Boral Contractors Day from 8:00 a.m. to 11:00 a.m. and Thursday May 24th, will be our Founders Day hosted by Azek Building Products from 11:00 to 1:30 p.m. We hope you can join us at one or all of these events.

As mentioned we will be celebrating our 128th birthday on May 24th. It has been a privilege and a pleasure serving the Richmond Metropolitan Area all these years! Thank you for your continued support and patronage!

-The Siewers Family

Economic News

Multifamily Buildings to Lead U.S. Construction Gains

Construction of multifamily units will lead the U.S. Building Industry again this year, allowing housing to contribute to growth for the first time in seven years, according to economists Michelle Meyer and Celia Chen.

Work will begin on about 260,000 apartment buildings and townhouse developments in 2012, up 45 percent from last year and the most since 2008, according to Meyer, a senior

economist at Bank of America Corp. Chen, an economist at Moody's Analytics Inc. in West Chester, Pennsylvania, is even more optimistic, projecting a record 74% jump.

Waiting to Exhale

In early March, the Federal Reserve completed its annual stress test on the 19 largest U.S. banks, and all but four passed. Naturally, critics howled.

A clean bill of health from the Fed should tee up more lending by big retail banks. No guarantees, but lending at commercial banks is up \$80 billion since December, with \$54 billion of the increase coming in February alone. Nothing motivates a banker like another banker making money.

A new study from McKinsey Global Institute found that since 2008, "U.S. households have reduced their debt relative to disposable income by 15%, more than in any other country". At this rate, says McKinsey, the debt-to-disposable-income ratio will be back to normal by mid-2013.

"It's not time for a sigh of relief quite yet, but hang in there. If things keep going the way they are, you'll only have to hold your breath a few more months." Greg Brooks

AIA Reports Slight Increase Nonresidential Construction Spending

There are signs that the U.S. design and construction industry will be improving. The American Institute of Architects (AIA) semi-annual Consensus Construction Forecast, a survey of the nation's leading construction forecasters, project a 6.4% increase of spending in 2013. (For more information on AIA stories go to www.aia.org.)

Contractor issues in the news....

AIA, NIBS Join to Promote Building Industry Research

Robert Ivy, Chief Executive Officer of The American Institute of Architects (AIA) and Henry Green, Hon. AIA, President of the National Institute of Building Sciences (NIBS) have signed a Memorandum of Understanding underscoring the two organizations' mutual interest in the design, construction, operations and maintenance of high-performance buildings and the desire to collaborate on issues surrounding these topics, according to a release from the AIA.

One of the first projects the two organizations will work on collaboratively is the joint development of an online portal for building industry research and knowledge. Intended to be accessible to the public, this initiative will include the participation and contribution of a variety of building science and performance disciplines. NIBS and AIA anticipate this partnership will culminate in providing a centralized location for the knowledge and research efforts underway that are relevant to the building industry.

The full release may be viewed at www.aia.org/press/releases/AIAB093233.

Post a Notice

The National Labor Relations Board (NLRB) announced a final ruling on 8/25/11 that requires all private-sector employers to post a notice notifying employees of their rights under the NLRA. This is a federal posting.

The deadline for this posting is April 30, 2012. To download the poster and/or gather information on this notice use this link www.nlr.gov.

Aging-In-Place Becomes Mainstream

The market for aging-in-place remodeling continues to grow as more homeowners choose to remain in their homes as they age, according to the National Association of Home Builders (NAHB). NAHB Certified Aging-In-Place Specialists (CAPS) experts were joined by representatives from AARP to discuss how the market has changed as it continues to move into mainstream design, what consumers are looking for and what universal design and aging-in-place trends will be popular in the future.

Nine out of ten people age 50 and older say they want to remain in their homes and communities for as long as possible. “As the first baby boomers turn 65 this year, CAPS professionals in remodeling and other industries are providing the expertise these families need to stay in their homes safely and in style,” said Scott Sevon, 2012 chair of the CAPS Board of Governors and remodeler from Palatine, Ill. “This generation is typically healthier and wealthier than previous generation of similar age and expects their homes to reflect their active, independent and upscale lifestyles.”

In 2011, NAHB introduced a new course, Universal Design/Build, that focuses on integrated home design features and product specifications that account for client differences due to circumstance, physical characteristics, health issues and aging. Universal Design/Build expands on the previous CAPS courses by highlighting the successful integration of universal design into all residential construction projects.

The full release is available at www.nahb.org/news.

Note: Some websites are time sensitive. If you have any problems opening the site or you wish to recommend an idea for a future story contact Lauren Fields at 358-2103 or email laurenf@siewers.com.

New to you....**Screeze**

Siewers is now the stocking distributor for Screeze. Screeze is a patented fixed screen system featuring an aluminum base and vinyl cap which are snapped together and attached to the screen porch. Pictures and details of Screeze can be found at the website www.screeze.com. Due to the tightness and strength of the vinyl cap system, the Screeze can span openings up to 150 square feet, thus more visibility and less

vertical 2 x 4 supports. No more lattice strips are required. The system is so tight most pets will literally bounce off the screen if attempting to run through it..

Siewers is stocking the white Screeneze 8' & 12' lengths. Bronze and Sand are available upon request. The super screen is available in 9' x 50' rolls in stock and other sizes and screen types are also available. Come by our showroom and see our Screeneze display and see why this system is the best screen application on the market today.



Made in the USA!

Homasote Company

Homasote Company is the oldest manufacturer of building products made from recycled materials in the U.S., and the only manufacturer of its kind in the Americas. Their 750,000 square-foot factory complex in New Jersey is a few miles from the spot where George Washington crossed the Delaware on his way to the Battle of Trenton.

Each production day they recycle (and keep out of landfills) up to 250 tons of post-consumer paper, including all the curbside recycled newspaper from New Jersey's capital county. Every production year their unique manufacturing process helps conserve nearly 1.4 million trees and eliminates more than 65 million pounds of solid waste.

The company has a fascinating history that began with its 1909 inception as the last offshoot of the original Bermuda Trading Company. Homasote board first was introduced in 1916, as "Versatile Homasote Board", an un-sanded panel, strong and lightweight with excellent weather-resistant properties. Because it was impervious to weather extremes the board caught the eye of the U.S. military that used Homasote for the exterior of field hospitals and military housing in France during World War I. Admiral Richard E. Byrd relied upon Homasote for his 1928-1930 Antarctic Expedition for his Winter Headquarters.

For more of the history and today's uses, go to www.homasote.com. Most of the Siewers' customers use Homasote for underlayment, soundproofing and/or bulletin boards.

FYI: You never get a second chance to make a first impression. This is especially true when trying to develop new customer growth.

Quick Contractor Tip

If you care enough about maintaining a sharp edge between painted and varnished surfaces to use masking tape, you sure don't want to peel off the tape and discover that the paint has seeped under the tape and left a fuzzy edge. To prevent this problem, apply the masking tape as usual, being sure to press down the edge with a putty knife. Then go one step further and brush a layer of clear shellac against the tape edge to seal it. Then paint. Super-sharp edges remain.

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

May 7th Azek Pavers (See flyer on the last page) - 9:00 a.m. – 11:00 a.m.

May 10th Boral Contractors Day – 8:00 a.m. – 11:00 a.m.

May 24th Founders Day – 11:00 a.m. – 1:30 p.m.

Create your own "Raised Garden Bed"

Spring has sprung and it is time to plant. Siewers gets a lot of calls for lumber to build raised beds. The most popular specie of wood requested is Western Red Cedar, due to its natural resistance to rot and decay with no added chemicals. In the past we have only had the clear (no knots) grade which was in most cases prohibitively expensive.

This year we have brought in (announced in our February Newsletter) a knotty grade of Western Cedar to make raised beds move affordable yet still offer the benefits of cedar, longevity and no chemicals.

The cedar comes in 2 x 4, 2 x 6, 2 x 8 and 4 x 4 in D4S, which is ideal for raised beds. We also suggest for secure and long lasting fasteners that stainless steel screws will deliver best performance.

For easy directions on how to build a raised garden go to www.thisoldhouse.com.

Story written by our very own Bob Williams.

Our Newsletter is a "Year" old. Hope you have enjoyed and will continue to enjoy our publication.



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>
March 2012	8.2%	70.2	654,000
Prior Month – February 2012	8.3 %	71.6	694,000
Prior Year – March 2011	8.8%	63.4	593,000

	<u>Gallon (\$) Of Gas</u>	<u>Existing Home Sales</u>
March 31, 2012	\$3.93	N/A
Prior Month – February 2012	\$3.74	4,590,000
Prior Year – March 2011	\$3.62	4,220,000

Market Summary

	<u>April 17, 2012</u>	<u>1/01/12</u>	<u>3/31/11</u>
DOW	12,921	12,217	12,319
NASDAQ	2,988	2,605	2,781
S&P 500	1,369	1,257	1,325

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.



“The way to get things done is not to mind who gets the credit for doing them.” Benjamin Jowell

**Siewers Lumber & Millwork
1901 Ellen Road
Richmond, VA 23230**

**Visit our website for product and general information.
www.siewers.com**

Phone: (804) 358-2103 Fax: (804) 359-6986

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

**If you wish to receive our newsletter each month, forward your email address to
laurenf@siewers.com or call 804-358-2103.**



AZEK® VAST® Composite Landscape & Resurfacing Pavers
Contractor Installer Training Event

Monday, May 7th
 9:00am



SIEWERS LUMBER
 1901 Ellen Road
 Richmond, VA 23230
 (804) 358-2103



AZEK® VAST® Pavers, made from up to 95% recycled materials, use a patented grid system that dramatically reduces installation time and takes the frustration and difficulty out of manually setting and aligning heavy concrete pavers.

Meet the factory reps and learn all about this "next generation" product and installation techniques.

