



“Preserving the Past while Building the Future.”



Celebrating 128 Years of Service

A note from the Siewers Family...

It is hard to believe that summer is coming to a close and that we are preparing to send our children back to school. We hope you have had a chance to relax a bit this summer and enjoy some time with friends and family!

Please mark your calendars for Thursday, October 11th, as we will be hosting a series of 6 AIA Certification classes. Please look for more information regarding these classes in the September Newsletter!

Pride in the USA is at an all time high as we have all enjoyed watching our athletes compete in the 2012 Olympic Summer Games in London. Here at Siewers Lumber Company, we have been trying to promote items made in the USA each month through this newsletter. Please see the article near the end of this month's newsletter regarding several east coast furniture factories that are keeping work here in the USA despite the temptation of lower labor cost in China!

Siewers Lumber Company will be closed on Monday, September 3rd, in observance of Labor Day. We will resume business at 7:30 a.m. on Tuesday, September 4th. We continue to be grateful for your business and patronage! Please contact us if you have any suggestions, questions or comments!

-The Siewers Family

Economic News

Richmond Region Makes the Top 10 Again

The Richmond region is one of America's top 10 "emptiest" areas because of vacancy rates, according to CNBC.

The cable network analyzed data from the U.S. Census Bureau on rental and home vacancy rates during the past 12 months to place Richmond area at fifth "most empty" among the nation's largest metropolitan areas.

However, the area's homeowner vacancy rate was 2.4%, ranking 27th among the country's 5 largest metro areas. That rate stands just .2% points higher than the average for large metro areas.

For the complete story open www.timesdispatch.com August 8th business.

Retail sales slip in June

The U.S. Census Bureau announced that advance estimates of U.S. retail and food services sales for June, adjusted for seasonal variation and holiday and trading-day differences, but not for price changes, were \$401.5 billion, down .5% from the previous month, but 3.8% above June 2011.

Total sales for the April through June 2012 period were up 4.7% from the same period a year ago.

Sales for the building material and garden equipment and supplies dealers, a group that includes home centers and hardware stores, were \$27.281 billion in June on an adjusted basis, down 11% from May.

Story from July 17th article in www.homechannelnews.com on retail sales.

Virginia Falls to Third in CNBC's Top States for Business 2012

Virginia is no longer the top state for business, falling to third place.

Virginia, which has won the study three times over the years, suffered from steep declines in categories such as Transportation and Cost of Doing Business, and barely edged out North Carolina for the third spot. Virginia, however, did fare well again in the Workforce and Education categories.

Article found in www.cnbc.com/id/48123097.

Contractor News

Heat-Stress Prevention Tips

- Take breaks in cooler, shaded areas and rest regularly
- Use fans or air conditioning to stay cool
- Use cooling pads that can be inserted into hardhats or around the neck
- Wear protective eyewear that features ventilation or anti-fog lens coating
- Use gloves with leather palms and cotton or denim backs, which allow for an increased airflow and still protect hands
- Wear light-colored, loose fitting, breathable clothing such as cotton
- To prevent dehydration, another hazard associated with exposure to heat, drink lots of water, about a cup each 15 minutes. Drink cool water.

House Committee Again Votes to Stop EPA Lead Rule Enforcement without Reliable Test Kit

The National Lumber and Building Material Dealers Association (NLBMDA) commended the House Appropriations Committee for once again adopting an amendment to the upcoming budget for the U.S. Environmental Protection Agency (EPA) which would prohibit the agency from enforcing its Lead: Renovation, Repair and Painting (LRRP) Rule until the agency approves a reliable lead test kit as mandated by the agency's own regulation

The appropriations bill will now move to the full House of Representatives for consideration.

5 Rules for Good Business by Richard Branson

- If you don't enjoy it, don't do it. You must love what you do.
- Be innovative: Create something different that will stand out.
- Your employees are your best asset. Happy employees make for happy customers.
- Lead by listening: Get feedback from your staff and customers on a regular basis.
- Be visible: Market the company and its offers by putting yourself or a senior person in front of the cameras.

New to you....

Richmond Porches

Historically, Richmond has been admired for its front and rear porches. Due to our seasonal weather conditions, Richmonders are periodically replacing their wooden porch floors due to deterioration. It is important when replacing your porch flooring that you take the appropriate steps to ensure a long lasting porch floor. It is essential that you prime all four sides and ends with an oil based primer to protect them from moisture.

Good air flow and ventilation under the porch is important to prevent heat building up and placing a vapor barrier on the ground will help minimize condensation rising up from the ground beneath the porch. Porches with a southwestern exposure and minimal shade create a more challenging environment for porches due to the late afternoon sun and can cause more movement within the flooring. Currently, there are several options available in porch flooring that are available from Siewers.

We are stocking the following porch flooring:

- ¾ x 2 3/8 YP
- ¾ x 3 1/8 YP & Fir
- 1" x 3 1/8 Fir
- 7/8 x 3 1/8 Azek – Gray Color

Porch Flooring Available by Special Order:

- 7/8" x 3 1/8 Azek – 4 colors
- ¾ x 3 1/8 Treated Primed YP
- 1" x 3 1/8 Ipe, Mahogany



Made in the USA!

Wood Industry Sees Return of Made In America

Manufacturing has been on the rise in the U.S., up 5.7% in the two years ended December 2011. The wood industry is no exception, with a steady news stream of furniture, cabinetry and other wood products gains, as factories initiate, expand or resume production. Some examples:

- A N.C. upholstered furniture firm use to outsource all its wood frames to Europe and Asia years ago. In January, it moved wood frame production back to the U.S.
- In VA a furniture maker finds success retailing children's bedroom furniture produced exclusively in its U.S. factories, despite the fact it costs up to 75% more than the Chinese imports it used to sell.

These are not insolated reports, but headlines taken from major national newspapers over the last few weeks. It's part of a generalized trend that is seeing the recovery of manufacturing in America.

The movement to domestic manufacture I based mostly on economics. As costs for energy have risen, shipping costs to transport goods from foreign factories to U.S. retailers erases much of the competitive advantage of foreign producers.

Quick Contractor Tip

Flexible caulk-tube tip

Sometimes the tip of the caulk tube just can't angle in on a joint. I ran into this problem when caulking some window trim at an inside corner. The body of the caulk gun just wouldn't let me get the tube where it needed to point. I tried bending the spout, but it didn't have enough flex. Then it hit me: I needed a bendable extension. A 3" piece of 1/4" I.D. hose with a 2" piece of 1/8" I.D. hose stuffed inside gave me a short extension that slipped over the caulk-tube spout, with a small orifice to pin-point a bead. The natural arc of the hoses worked to my advantage; I could twist the hose through any point of the compass to lay a bead anywhere I needed. Mike Guertin, East Greenwich, RI

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.



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>
July 2012	8.3%	65.9	746,000
Prior Month – June 2012	8.2 %	62.7	754,000
Prior Year – July 2011	9.1%	59.2	614,000

	<u>Gallon (\$) Of Gas</u>	<u>Existing Home Sales</u>
July 31, 2012	\$3.49	N/A
Prior Month – June 2012	\$3.40	4,370,000
Prior Year – July 2011	\$3.71	4,050,000

Market Summary

	<u>August 16, 2012</u>	<u>1/01/12</u>	<u>7/31/11</u>
DOW	13,164	12,217	12,143
NASDAQ	3,030	2,605	2,756
S&P 500	1,405	1,257	1,292

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.



“Just because nobody complains doesn’t mean all the parachutes are perfect.” Benny Hill

**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 us at 804-358-2103.**