



*“Preserving the Past while Building the Future.”*



*Celebrating 128 Years of Service*

*A note from the Siewers Family...*

Fall is certainly a season of change; cooler temperatures, shorter days and the changing colors of the leaves. If you have visited our showroom recently, you no doubt have noticed changes there as well. To date we have added various kitchens and bath cabinet displays with cabinet hardware, countertops and numerous accessories all with you, our customer in mind. Throughout the coming months, you will continue to see the addition of new displays. All styles, colors and price ranges. Check out these exciting changes!

Kellene Gordon, our Kitchen & Bath Designer/Consultant has over 10 years experience in the Cabinet industry. Take the opportunity to meet her if you haven't already done so. She is eager to help you with all of your cabinetry needs, including kitchens, baths, bar areas, laundry rooms, craft rooms, etc. She can also arrange for installation should your particular job require those services. Just let her know how she can be of assistance.

“Thank You”, for reading our newsletter. We appreciate your feedback on ways to make it better. Please continue to let us know your needs and that your needs are being met.

*-The Siewers Family*

## *Economic News*

### *Home prices continue upward trend*

The S&P/Case Shiller Index, a bellwether for the new housing market, reported that all 20 cities that it tracks on its home-price composites recorded positive monthly changes for the third consecutive month. Excluding a slight dip for Detroit last April, the composites are on a four-month roll for home price increases.

The average home price in July 2012 grew by 1.5% for the 10/city composite and by 1.6% for the 20-city composite versus June 2012.

<http://www.homechannelnews.com/article/home-prices-continue-upward-trend>

### *Drywall, plaster sales to rise worldwide*

Global sales of drywall are expected to grow 8.6% annually through 2016, a massive improvement over 2006-2011 pace, according to a report issued by **The Freedonia Group**, a Cleveland based market research firm.

Nearly 70% of drywall demand generated between 2011 and 2016 is attributable to China and the U.S. The drywall and plaster products in the U.S. are projected to grow over 12% per year during this period. The amount of new residential floor space in the country is expected to increase at a double-digit pace. Rapid nonresidential building construction spending gains are also expected to stimulate growth in the U.S. market.

Article from the [www.homechannelnews.com](http://www.homechannelnews.com) September 7, 2012.

## *Contractor News*

### *“The deepest principle in human nature is the desire to be appreciated.” William James*

Check your files. Search around in the back of your desk drawers. Somewhere, you have a treasure trove of special thank you cards and notes of appreciation that you have received. No matter how many jobs you may have had in your career, these items are never discarded and you treat them like gems to be savored and viewed again and again. These cards make you smile and reminisce when they are pulled out and remembered. But like any powerful force, it must be used with care and precision to yield the best results. Remember that praise is one of your most powerful management tools.

Use praise effectively so that it has the greatest impact and effect on employee performance. Lack of praise and recognition is consistently ranked as one of the main reasons why people quit their jobs. In fact, the lack of praise was ranked as more important than compensation, limited authority and personality conflicts.

Praise with sincerity. Catch employees doing things right and praise them for it. Be certain to tie your praise to specific and observable behaviors. Use praise as your primary performance development tool. Customize your praise to match the person receiving it. If someone is outgoing and extroverted, then make an announcement or have them stand up in a meeting.

So be sure to praise others with respect and sincerity. It will be appreciated in these hard times.

### **EPA Delays Commercial Lead Paint Rule Proposal Until 2015**

In a positive sign for remodelers, this month the EPA postponed the lead paint rule until July 1, 2015.



Try “The Daily App Show” for great new ideas to create a report of issues or discussion items for any project. Construction punch lists and inspection reports can be created by marking problem areas directly on PDF version of the print. <http://dailyappshow.com/punchlist>



**Made in the USA!**

### **WOLF Classic Cabinets**

WOLF is the largest supplier of kitchen and bath cabinetry in the U.S., and a major supplier of building products. During more than 165 years of continuous operation, WOLF has built a well-deserved reputation for consistently courteous and reliable service.

WOLF Classic Cabinets proudly offers eight popular door style/finish combinations at extremely attractive price points, including no up charges for the upscale look of paints and glazes. With a broad selection of SKUs, accessories and moldings, WOLF Classic Cabinets will make your design as beautiful as it is affordable.

### **Quick Contractor Tip**

#### **Simple circular-saw rip guide**

To make a down-and-dirty saw guide for ripping lumber, clamp a Vise-Grip upside down to the base of the saw. It’s fast, accurate and easier on your digits than letting your fingers find the slivers. Mike Sloggatt, Levittown, NY

### **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](mailto:laurenf@siewers.com).



Election Day is November 6<sup>th</sup>



Thanks to our AIA Sponsors on 6 successful classes on Oct 11<sup>th</sup>.



Here are some ways to avoid getting the flu and passing it to others.

- Wash your hands often with soap & water
- Avoid touching your eyes, nose and mouth
- Avoid close contact with sick people
- Get adequate sleep, exercise, eat healthy and drink plenty of fluids
- Cover your nose & mouth with a tissue when you cough or sneeze
- If you have the flu, stay at home at least 24 hours after your fever breaks



**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>
September 2012	7.8%	70.3	872,000
Prior Month – August 2012	8.1 %	60.6	758,000
Prior Year – September 2011	9.1%	46.4	647,000

	<u>Gallon (\$) Of Gas</u>	<u>Existing Home Sales</u>
September 30, 2012	\$3.79	N/A
Prior Month – August 2012	\$3.74	4,820,000
Prior Year – September 2011	\$3.47	4,280.000

**Market Summary**

	<u>October 17, 2012</u>	<u>1/01/12</u>	<u>9/30/11</u>
DOW	13,551	12,217	10,913
NASDAQ	3,101`	2,605	2,415
S&P 500	1,454	1,257	1,131

## 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.



“As knowledge increases, wonder deepens.” Charles Morgan

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

**Visit our website for product and general information.  
[www.siewers.com](http://www.siewers.com)**

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

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

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