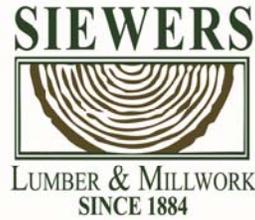


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“Preserving the Past while Building the Future.”



Celebrating 129 Years of Service

A note from the Siewers Family...

It is hard to believe that summer is winding down and school is getting ready to begin. We hope you have been enjoying these cool summer days – very rare- but VERY welcomed!

We hope you have marked your calendars for our bi-annual Architectural Products Show on September 19th from 5:00 to 7:30 PM. We will be featuring more than 20 vendors at this year’s event with representatives to answer any and all of your questions. Like previous shows we will be having a full catered meal by Champagne Taste! Contact our office to RSVP.

Also not to be missed is the Keynote Speaker for the show. Craig Webb, Editor of Remodeling Magazine will be speaking at 4:00 PM, just prior to the show. Although he has spoken at events around the country, this will be the first time Craig has spoken to an audience in the Richmond area we are very excited to have him visit with us!

Thank you for your time and interest in our newsletter as well as your feedback on ways of making it better. Please continue to let us know your needs and that your needs are being met. Remember to mark your calendar and RSVP for the Architectural Product Show on September 19th and Craig Webb’s talk that begins at 4:00 PM.

-The Siewers Family

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Economic News

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First US Residential Sales Report on Property Sales

The first ever U.S. Residential Sales Report was released by RealtyTrac, which shows that U.S. residential property sales reached an estimated annualized pace of 5.3 million in July 2013. This pace is up 2% from the previous month and up 8% from a year ago.

“The U.S. housing market is slowly but surely moving toward a more normalized and sustainable pattern after a flurry of institutional and cash buyers flocked to residential real estate last year, pushing up prices and picking clean the best inventory available in many areas,” said Daren Blomquist, vice-president at RealtyTrac. “Rising home values should continue to unlock more non-distressed inventory while also pricing institutional investors out of more markets, which combined with rising interest rates, will cool off the pace of price appreciation.”

More information about the U.S. Residential Sales Report or RealtyTrac can be found at www.realtytrac.com.

Hot U.S. Cities (no not the temperature)

Richmond was voted 7th as the Hottest U.S. City that offer both jobs and culture. Call them aspirational cities or magnets of opportunity.

To determine America’s current aspirational hotspots, they focused in large part on economic indicators, such as employment growth, per capita income and unemployment. Demographic factors, such as the growth of domestic migration and the movement of college educated people and the foreign born are also determining factors. Quality of life factors such as low traffic congestion (which Richmond was rated number one), housing affordability and crowding are all looked at very closely by young families hunting for the places with the best “inventory of the possible”.

As the younger generation, as well as newly arrived immigrants begin to look for places to settle, raise families and start businesses, they will flock increasingly to these affordable and demographically, economically dynamic regions.

Complete list of cities can be found at www.thedailybeast.com).

Contractor News

Remodelers See Increase in Business

The National Association of the Remodeling Industry’s second-quarter Remodeling Business Pulse (RBP) data of current and future remodeling business conditions continues to soar, as quarter-over-quarter increases are seen on nearly all sup-components measuring remodeling activity.

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Deep into the “remodeling season”, so to speak, remodelers are reporting the highest overall rating on overall business conditions at 6.31%, up from 5.97% reported during the first quarter. This rating has steadily increased in the six quarters NARI has been tracking thus far.

Growth indicators in the second quarter 2013 are as follows:

- Current business conditions up 5.7% since last quarter
- Number of inquiries up 4.7% since last quarter
- Requests for bids up 3.3% since last quarter
- Conversion of bids to jobs up 4.6% since last quarter
- Value of jobs sold is up 5.9% since last quarter

This trend is expected to continue, as remodelers predict that three months out, their sales will be as strong as they are now. The No.1 and 2 reasons for growth continue to be postponement of projects and improvement of home prices.

Remodelers, although optimistic, remain cautious about the future, with the outlook from 3 months from now going down 1.3% from last quarter.

To review the research in its entirety, send a request to marketing@nari.org.

How Contractors can sell themselves - without selling themselves short - By Kim Downs

[http://www.shawnmccadden.com/the-design-builders-blog/bid/93120/how-contractors-can-sell-themselves-without-selling-themselves-short?source=Blog_Email_\[How%20Contractors%20Can%20\]](http://www.shawnmccadden.com/the-design-builders-blog/bid/93120/how-contractors-can-sell-themselves-without-selling-themselves-short?source=Blog_Email_[How%20Contractors%20Can%20])

Affordable Insurance Exchange

Also known as the health insurance “Marketplace,” the Affordable Insurance Exchange is a new transparent, competitive insurance marketplace where individuals and small businesses can purchase affordable and qualified health benefit plans. The Marketplace for small employers, known as the Small Business Health Options Program (SHOP), and the Individual Marketplace for consumers and those who are self-employed will take effect in all states January 1, 2014. **Enrollment begins October 1, 2013.** Everyone needs insurance by January 1, 2014.

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Our 2013 Siewers Architectural Products Show Speaker

Craig Webb is Editor-in-Chief of Remodeling, the nation's leading magazine for professional remodelers, as well as ProSales, a magazine serving lumber and building material dealers and distributors. Both are the nation's most honored publications in their fields, having won several dozen national writing awards.

Craig is first and foremost a reporter. He has worked for The Wall Street Journal, McGraw-Hill, United Press International and a variety of magazines, newsletters and newspapers in the U.S. and Europe.

Since joining his current employer in September 2006, Webb has traveled to 49 states visiting builders, remodelers and dealers. That legwork has provided much of the information that he uses in his articles as well as in speeches.

Siewers is pleased to have him as a keynote speaker for our 2013 Architectural Products Show on the 19th of September. **Mr. Webb will speak at 4:00 p.m.**

Spam – Not Only For Breakfast Anymore!

Over the last couple of months, we've heard that some of our customers are not receiving our emails. So let's see if we can help fix some of the problem.

Spam/Junk can be set up to catch certain names, words or topics. In most cases you simply need to unblock or mark our name as not junk in your junk email folder. You can also add us as a contact. If that does not work, you may need to ask your support staff or service provider.

So check your folder and/or just ask your most knowledgeable computer staff (usually a teenager.)")

We are now using a secure distribution system to reduce Siewers being marked as spam. When opening the email you will need to click on the highlighted area to open the content. On other emails you may simply need to click on the attachment (usually shown as a paper clip).

We know this doesn't answer all the problems but hopefully it can help. Also remember that we would be happy to print a hardcopy of the newsletter on request.

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EPA defends Energy Star rule changes

The Environmental Protection Agency (EPA), which runs the Energy Star program, defended its plans for new Energy Star criteria for windows and doors.

Previously, the Window & Door Manufacturers Association (WDMA) criticized Energy Star's Version 6.0 program requirements for residential windows, doors and skylights. Among the WDMA's concerns were a "departure from the past practice of collaborating with industry partners," and the possibility that the changes will "strip the Energy Star label from affordable energy-efficient products that offer a fair payback period."

Details of the rules can be found at www.energystar.gov.

Quick Contractor Tip

Tool-bag fastener management

To keep various screws, nails or other metal fasteners from getting lost while working put a small super magnet in your pocket. It keeps all the metal bunched together so that you can pull it out, pick the needed piece and then pop the glob back into your pocket. It is really helpful when you're working off the ground and trying to maintain control of your tools and balance while digging around for a nail. *Bob Speir, Falls Church, VA*

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 us or call us with your tips.

HOT...HOT...HOT...PROTECT YOURSELF

Drink Plenty of Water

Wear a hat

Access the shaded areas

Monitor your workers

BE CAREFUL OF HEAT STRESS

809 Area Code Scam

There is a new phone scam that everyone should be aware of before you incur a large phone bill. Any calls or messages from phone numbers with an 809, 284, 649 or 876 area code are outside the United States and charge an international call rate.

It is recommended that you only return calls to familiar numbers and that you check your phone bill carefully.

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If you believe you have been scammed, contact the carrier with whom the charge originated, whose name and toll-free telephone number should be printed on the same bill page as the charge in question.



Feel Lucky!

Be sure and bring your business card next time you visit Siewers. Just drop it into the glass fish bowl on the counter to enter a monthly drawing. Good Luck!!!

Congratulations to Doug Beck our August winner!

Have you reserved your spot?

September 19th

2013 Siewers Architectural Products Show

Be sure to contact our office at 358-2103

Or laurenf@siewers.com, today!

Siewers will be closed September 2nd for Labor Day!

We will reopen at 7:30 a.m. on the 3rd.

Flu Shots October 2nd

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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 2013	7.4%	80.3	896,000
Prior Month – June 2013	7.6%	82.1	846,000
Prior Year – July 2012	8.3%	65.4	741,000

	<u>Gallon (\$) Of Gas</u>	<u>Existing Home Sales</u>
July 30, 2013	\$3.63	N/A
Prior Month – June 2013	\$3.48	5,080,000
Prior Year – July 2012	\$3.53	4,600,000

Market Summary

	<u>August 16, 2013</u>	<u>1/01/13</u>	<u>8/01/12</u>
DOW	15,112	13,104	13,008
NASDAQ	3,606	3,019	2,939
S&P 500	1,661	1,426	1,379

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Company Mission

To serve the needs of contractors and do-it-yourselfers.



“It’s not failure but low aim that is a crime.” Unknown

**Siewers Lumber & Millwork
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**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.**

Share with others.

***If you know someone that would like to receive our
“Siewers Newsletter”, have them email me at
laurenf@siewers.com and we will add them to our
distribution list.***

....Next issue September 18th