

September 18, 2013



“Preserving the Past while Building the Future.”



Celebrating 129 Years of Service

A note from the Siewers Family...

DON'T MISS OUR ARCHITECTURAL PRODUCTS SHOW!!!

Yes, it's that time again! Siewers Lumber & Millwork will be hosting its bi-annual Architectural Products Show tomorrow evening, Thursday, September 19th from 5:00 pm to 7:30 pm. Thirty-five vendors will be available, ready to talk to you about everything from Windows & Doors, Kitchen & Bath Cabinetry to Custom Millwork and much, much more. Join us for a catered buffet dinner during the show or arrive early at 4:00 pm to hear Craig Webb, editor of Remodeling Magazine, speak about the remodeling industry. Bring co-workers and family for a good time and good food! And remember to RSVP to Lauren if you plan to attend.

We look forward to seeing you there!!!

-The Siewers Family

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Economic News

Privately Owned Housing Starts Above Revised June Estimate

The U.S. Census Bureau and the Department of Housing and Urban Development jointly announced the new residential construction statistics (www.census.gov/construction/nrc/pdf/newconst.pdf) for July 2013.

Privately owned housing units authorized by building permits in July were at a seasonally adjusted annual rate of 943,000. This is 2.7% above the revised June rate. Housing completions in July were at a rate of 591,000; this is 2.2% below the revised June figures.

Richmond-area Jobless Picture a Mixed Bag in July

The Richmond region's unemployment rate dropped slightly in July from June, as both the number of people looking for jobs and finding work increased. The rate declined to 6.2% in July from 6.3% in June. The rate also was down from 6.7% in July 2012.

The figures reported by the commission were not adjusted for seasonal factors, a tool economists often use to remove the effects of temporary changes in employment such as school closings. "Overall, I would say it was a mixed report," stated economist Christine Chmura of the Richmond research firm Chmura Economics & Analytics. Chmura noted that the construction, education and health services sectors continued to show year-over-year job gains in the Richmond region.

The professional and business services sector contracted about 4.8% over the 12-month period. That sector, which has been shrinking for five straight months, is the sector most likely to be affected by federal budget cuts, or sequestration. It is not clear to what extent sequestration is causing the decline in the sector in the Richmond region.

The Richmond region mirrored a national trend in the seasonally unadjusted figures, as unemployment rates fell in two-thirds of large U.S. metro areas in July.

Article found in the Richmond Times Dispatch article 8/30/13.

Contractor News

Joining A Contractor Trade Association Should Be An Informed Decision

Membership in a professional organization is an investment in your professional credibility. Check them all out before you join. Are their agendas in your best interest? Are the key members upstanding in their field and community? They are the face and voice of the association and if they are unprofessional or unethical in their choices, you will be seen the same.

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Choosing the right association should involve doing a little fact checking. Does it offer work networking with your peers? Does it seek to push its own agendas on you? What is the overall tone of the association?

Membership is a way to stay connected to your professional peers who are going somewhere, and don't mind sharing knowledge on the journey. The association you join should promote professionalism, ethics and training to help you succeed. Many say this is what they do – *make sure they do it.*

Membership in trade associations can not only benefit the employees of your company, but it can also project a positive image of your firm to your customers; if you choose your association wisely. Membership in associations shows a business initiative, its engagement in a particular trade and its commitment to staying abreast of current developments in the market. Look closely at the way their key members hold themselves in a public forum and ask yourself one question. *Is this the way I want myself and my company to be seen?* Article found at www.shawnmccadden.com.

For more great tips, tricks and strategies to improve your remodeling business:
www.remodelersadvantage.com.

New from Shawn McCadden

Click here for one of his newest articles:

[10 Sign's You're Playing The Game of Contractor Roulette](#)

Meet Your Future Head-On

There's a lot of talk about the construction industry's aging workforce. That includes remodelers, many of whom will retire during the next decade. Some will sell their businesses, but most will likely shut their doors and simply walk away to.....to what? "Construction...generates income, but I don't see a way to turn a profitable remodeling company into long-term income," says Janver Holly, owner of Holly and Associates, in Santa Rosa, California.

Put your construction know-how to use in other profitable ways. For example, use your knowledge of structures to purchase properties that others wouldn't buy, then rehab and rent them out.

According to CPA and tax expert Mark J. Kohler, not only is buying rentals absolutely the number-one tax savings and wealth-building strategy for remodeling professionals, but remodelers qualify under IRS tax code as real estate professionals, which gives them enhanced tax benefits when it comes to rental property.

For more on this story go to www.remodeling.hw.net.

Made In America / Southern Cypress

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The most recent data from the U.S. Department of Agriculture Forest Service shows that more cypress grows than is harvested by a ratio of 2.34 to 1 cubic feet per year, in its 13 state growing region. Cypress is naturally regenerating. Cypress trees can even regenerate from cut stumps.

Virtually every part of a log is used as lumber or byproducts and finished products are reusable, recyclable and biodegradable. It takes less energy to make products from wood than any other materials. Making products from aluminum, glass, plastic or brick can require as much as 126 times more energy than making them from wood.

Cypress has always been an architectural fixture in the hot, humid and salty coastal towns along the southern Atlantic, but these days, builders and trade professionals from Maine to California are using the native southern wood to imbue their homes and buildings with an authentically organic style.

Siewers carries 1 x 6, 1 x 8 and 1 x 10 Cypress Siding: plus 1 x 6 and 1 x 8 Cypress boards.

Quick Contractor Tip

Using what's around the house!

Did you know you can use regular toothpaste in other ways other than cleaning your teeth? It is great to clean a white porcelain sink, remove nasty odor of oil or parts cleaner from your hands (works on onion smell also) and can be used as quick nail filler.

From Tina Wolfe, Remington Virginia

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. It also must be economical to create. Submit your tips to us at laurenf@siewers.com.

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 Larry Yancey your September winner!

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State Fair of Virginia starts Sept. 27th

Siewers will be hosting flu shots again this year.

October 2nd

7:30 a.m. to 8:30 a.m.

Limited space!

Reserve Your Spot Today by contacting us at

358-2103 or 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>
August 2013	7.3%	81.5	891,000
Prior Month – July 2013	7.4%	81.0	883,000
Prior Year – August 2012	8.1%	61.3	749,000

	<u>Gallon (\$) Of Gas</u>	<u>Existing Home Sales</u>
August 31, 2013	\$3.59	N/A
Prior Month – July 2013	\$3.63	5,390,000
Prior Year – August 2012	\$3.83	4,840,000

Market Summary

	<u>September 18, 2013</u>	<u>1/01/13</u>	<u>9/01/12</u>
DOW	15,529	13,104	13,091
NASDAQ	3,745	3,019	3,060
S&P 500	1,704	1,426	1,406

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Company Mission

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



“If you don’t dust, you eat dust.” Jack A. MacAllister

**Siewers Lumber & Millwork
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**Visit our website for product and general information.
www.siewers.com**

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**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 us at
laurenf@siewers.com and we will add them to our
distribution list.***

....Next issue October 17th