

November 19, 2013



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



*Celebrating 129 Years of Service*

*A note from the Siewers Family...*

### **Truly Celebrate Thanksgiving**

It seems like retail stores begin decorating earlier and earlier for Christmas each year and Thanksgiving gets squeezed a bit more as the “Black Friday” sales start to take shape on Thanksgiving Day. This year, let’s celebrate Thanksgiving and reflect on all that we have to be thankful for in our lives; our families, friends and our relationship with you our customers, architects, the Siewers Team and our vendors. We feel truly blessed to be able to interact with such an amazing group of people on a daily basis.

Like many of you, we have extended family members that will not be at home this Thanksgiving because they will be serving our country-protecting all of the freedoms that we enjoy each and every day. Please remember to keep our troops in your prayers of thanksgiving during this holiday.

Again, we want to thank you for your relationship with Siewers Lumber Company. We treasure our working relationships and always welcome any feedback on how we can better serve you. Spend this Thanksgiving Holiday with those you love and enjoy all that you have to be thankful for this year! We wish you and your family a safe and bountiful Thanksgiving and hope it is a great start to a wonderful holiday season.

*-The Siewers Family*

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### *Economic News*

#### **Existing-home sales back down from recent peak**

Although existing-home sales enjoyed a four-year peak in August, September saw a slight decline of 1.9% in the amount of homes sold, according to the National Association of Realtors.

Single-family home sales were down 1.5% to a seasonally adjusted annual rate of 4.68 million, compared to 4.75 million in August.

Home prices managed to strengthen in September despite the downward progress, with tightened inventory driving prices up. The national median existing-home price for all housing types was \$199,200 in September, up 11.7% year-over-year.

NAR president, Gary Thomas, said that though the effects of the government shutdown were not apparent in September's report, next month's sales may suffer from the various impacts of the 16-day ordeal, including delays in tax transcripts needed for approval of mortgage loans. *The complete report can be found at [www.homechannelnews.com](http://www.homechannelnews.com).*

#### **Regional jobless rate down, but job growth was slow in August**

The Richmond area's unemployment rate declined slightly in August, but the region's labor force also fell as the summer season ended and some discouraged workers left the labor market.

The seasonally unadjusted data also showed a decline in unemployment in all of the state's major metropolitan areas.

When seasonally adjusted to factor out temporary shifts in employment, the jobless rate in the Richmond area declined from 6.1 percent in July to 5.9 percent in August, according to Christine Chmura of Chmura Economics & Analytics in Richmond.

Among business sectors, employment in the professional and business services sector declined 4.7 percent in August from the same month a year earlier.

The announcement of the August jobless rates had been planned for October 2<sup>nd</sup>, but it was delayed because of the federal government shutdown. *Written by J. Blackwell of the Richmond Times Dispatch.*

#### **Solving poverty in Richmond**

Earlier this week Livability.com, a website that ranks quality of life and travel amenities of America's small and mid-sized cities, placed Richmond 57<sup>th</sup> on its list of the top 100 places to live.

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We did well in health care and amenities (things like recreational and cultural opportunities). That shouldn't come as a surprise considering we just finished one of the city's greatest amenities, the Richmond Folk Festival.

Richmond did get low marks for economics and housing.

The economics issue with Richmond was that despite a wave of exciting startups, both inside the city and in the nearby counties and several large companies that provide thousands of good jobs, Richmond is a city still grappling with extreme poverty. The East End and parts of South Richmond are the areas of concern.

For the most part, those areas haven't felt the economic energy that has flowed back into places like Manchester and Shockoe Bottom in recent years. They are still facing the same problems they've dealt with for decades.

### *Contractor News*

#### Optimizing Workflow on the Job Site

Job site efficiency results in faster, higher quality—and ultimately more profitable—installations. Perfect efficiency is unattainable, but continuous improvement offers great returns.

Motion Effectiveness:

- If walking any distance, is there something you could/should be carrying?
- Clean as you go & drop trash in wastebaskets, not on the ground.
- Plan ahead for needed supplies & possible snags to avoid disruption.
- Organize tools, equipment and supplies so you don't waste time searching.
- Consider clumping same tasks. Make sure you don't get too spread out.
- Consider how role assignments affect motion effectiveness and adjust as needed.
- Use natural ability. Recognize that everyone works differently. What may be efficient for some may not for others? Adjust accordingly.

#### Stop Competing on Price

<http://davidlupberger.com/stop-competing-on-price/>

### *Quick Contractor Tip*

#### Smoothing the top blocks on cabriole legs:

Since the out-facing top blocks of cabriole legs are typically band sawed to shape, they require some smoothing. This is a challenge, because the knee section sticks up. You can use a rasp or rabbeting plane and sandpaper, but try an easier method. Clamp the leg between dogs on your bench. Be sure the block section is parallel with the leg, one on each side. These cauls need to be taller than the top of the knee. Clamp two more cauls

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on top of and at right angles to the first two, positioning one so that it will stop the travel of your router base at the junction of the knee and the block. Rout the leg flat with a straight bit, then sand lightly to smooth. Rotate the leg 90 degrees and smooth the other outside face. *Larry Haywood, Cle Elum Washington*

**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 at [laurenf@siewers.com](mailto: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 Doug Martin your November winner!*



**Siewers Lumber will be closed Thursday, Nov. 28<sup>th</sup> & Friday, Nov. 29<sup>th</sup> for Thanksgiving. We will reopen at 7:30 am on Monday, Dec. 2<sup>nd</sup>.**

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**We will be closing for Christmas at 3:00 pm on Monday, December 23<sup>rd</sup> and will reopen at 7:30 am on Thursday the 26<sup>th</sup>. We will also be closed on Wednesday, January 1<sup>st</sup> for New Years and reopen at 7:30 am on Thursday the 2<sup>nd</sup>.**

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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>
Oct. 2013	7.3	71.2	.....
Prior Month – September. 2013	7.2%	80.2	.....
Prior Year – Oct. 2012	7.9%	73.1	.....
	<u>Gallon (\$) Of Gas</u>	<u>Existing Home Sales</u>	
October 31, 2013	\$3.28	N/A	
Prior Month – Sept. 2013	\$3.39	5,290,000	
Prior Year – October 2012	\$3.51	4,830,000	

**Market Summary**

	<u>November 19, 2013</u>	<u>1/01/13</u>	<u>11/01/12</u>
DOW	15,976	13,104	13,096
NASDAQ	3,949	3,019	2,977
S&P 500	1,791	1,426	1,412

\*September and October Housing Starts information will not be released until November 26<sup>th</sup>. We will update in the December Newsletter.

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Company Mission

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



**“It is the working man who is the happy man. It is the idle man who is the miserable man.” Benjamin Franklin**

**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.**

***Share with others. . . . .***

***If you know someone that would like to receive our  
“Siewers Newsletter”, have them email us at  
[laurenf@siewers.com](mailto:laurenf@siewers.com) and we will add them to our  
distribution list.***

**....Next issue December 18th**