



WE WILL BE CLOSED GOOD FRIDAY • APRIL 19



Smith Phillips co-sponsors Spring Parade
See story on page 2



WE WILL BE CLOSED MONDAY • MAY 27

Home Builders Association of Winston-Salem - Celebrating 60 years of Excellence

**APRIL 27, 28
MAY 4, 5**

**SATURDAYS
& SUNDAYS
1 - 5 pm**

EVENT FREE TO PUBLIC

sponsored by

another community event of

www.springparadeofhomesws.com



www.smithphillips.net

Winston-Salem 603 E. 17th St. Winston-Salem, NC 27105 336.722.8167	Statesville 1100 W. Front St. Statesville, NC 28677 704.872.9866
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Spring into action

Smith Phillips Building Supply is once again co-sponsoring the Home Builders Association of Winston-Salem’s Spring Parade of Homes with Allegacy. The Parade will be held from 1:00 to 5:00 p.m. on two consecutive weekends: April 27-28 and May 4-5.

This is a powerhouse event for builders to showcase to the public any speculative houses they have, as well as houses they have under contract, as this Parade’s primary focus is as a marketing event and is not being judged.

Spring is an ideal time of year for builders to attract home buyers and prospective home buyers by getting their product out on the market. Since this event covers two weekends, you get double exposure.

Parade marketing is featured on local TV, media and in the Winston-Salem Journal and is a great way to leverage the power of unity that the HBA provides.

The cost to participate is easily absorbed by generating just a few good

leads or by signing a contract for an existing house.

Additionally, Smith Phillips will make available special offers or rebates for products we supply that are showcased by the event, which will also help offset participation cost.

If you’re interested in signing up, give Darlene Saunders at the HBA a call at 336.768.5942 or register online at www.hbaws.net and click on “Spring Parade Registration” at the top right of the page.



Hats off to our vendors



Smith Phillips Building Supply has always strived to not only conduct business well with our contractors but to build relationships that are a win-win for everyone.

We also strive to establish that type of relationship with our vendor partners.

J.D. Irving, Limited, our main supplier for spruce framing lumber, and Great Southern Wood Preserving, makers of the famous Yellowwood KDAT decking, are two of those long-term partnerships, keeping us up to speed on the latest market happenings, ensuring a steady supply of lumber is readily available and, of course, assisting with our awesome Smith Phillips ball caps.

These guys (and gals) are great and we appreciate all they do to help us service our customers at the highest level.

Left: Seda Nance and Scott Sheppard of Great Southern proudly model some of our latest ball caps (and show off a piece of Yellowwood!); *Below left & right:* André Beaulieu, Ed McNulty and Christian Gilbert of J.D. Irving have some fun showing off the ball caps they recently helped us purchase for our customers.



QuikStik™ Rafter and Truss Fastening System



A Proven Connection

The Quik Stik system was designed for installing the Strong-Drive® SDWC truss screw (*sold separately*). The Strong-Drive SDWC truss screw provides a connection that fastens rafters and trusses to top plates.

Strong-Drive SDWC truss screw features include:

- The fully threaded shank engages the entire length of the fastener, providing a secure connection
- 6-lobe drive recess provides a secure connection between the driver bit and the SDWC cap head for consistent drive performance
- Drives easily without splitting wood
- Orange topcoat for easy inspection of code-listed 6” truss screws



Makes life easier for framers

Introducing the new standard for overhead assembly installations of rafter and truss connections. The Simpson Strong-Tie® Quik Stik installation tool provides contractors with a versatile solution that makes rafter and truss connections fast, safe and easy.

- Fast installation: drive screws overhead from a standing position with no ladders
- Safe on the jobsite: designed for use inside the structure - no need to work outside the building
- Easy to install: less-experienced users can work quickly and efficiently
- Proven fastener solution: tested and code-listed
- Precise: bright orange guidelines facilitate proper alignment for each of the approved installations
- Special purpose: designed specifically for use with the Strong-Drive® SDWC truss screw for rafter/truss connections

Quick Stik and Strong-Drive SDWC truss screws are designed to work together for a safe, reliable solution from the leader in structural fastening.



No Ladders



No Compressor Lines



No Power Nailers





A few tips for dealing with work-related emails and invoices

Like most people, I get a bunch of emails every day. A lot of them are junk. I really hate it when junk mail stands in the way of the important messages that I need to read and act on. It takes steady effort to keep the in-box from growing like spray insulation and to make sure I react timely to the good messages.

Not too long ago Smith Phillips made some changes to the way we send out invoices. We have gotten some reaction to the new system: some customers were asking for just this change and are happier with our new process; for some other customers, the new process is a little cumbersome. Here are a couple of suggestions for dealing with invoices:

A new single-purpose email address -

You can set up a new email address on gmail (or any domain you prefer) and we can send your invoices to that address. This way you can collect them there until you're ready to process them. Another way to achieve the same result is to set up a new rule in Outlook for directing incoming email. This rule would automatically file the incoming email in a single-purpose folder under your inbox. There are also automatic forwarding options in Outlook and in gmail that could assist in getting invoices where they are needed. These also provide a storage solution for them.

Filing digital copies of invoices -

Windows is set up to have multiple screens open at the same time and utilize drag-and-drop file manipulation. This is a great way to easily file invoices. Open a folder for the job (or however you want to sort them), open the email, click on the attachment and rename it, then drag it into the folder. It is pretty quick once you give it a try and get the hang of it.

Even more enhancements to our invoice system are on the way. **In the next few months we will be rolling out on-line access to our customers where you can log into your own account to review and download invoices.** For those of us in the "mid-life" generation, we will just have to bite the bullet and adopt these new ways of working in the digital age. It gets easier after you do it for awhile.

PLEASE READ THE ATTACHED EMAIL ABOUT THE EMAIL I SENT YESTERDAY IN REFERENCE TO FLOODING THE SYSTEM WITH TOO MANY UNNECESSARY EMAILS. PLEASE FORWARD THIS EMAIL TO YOUR ENTIRE STAFF.



Lessons learned from commercial construction

Exposure to situations outside our normal mode of operation is a great way to expand our knowledge and learn something new.

For the past 23 years or more I have had the good fortune to work with many people in the construction industry - great ones, good ones and not-so-good ones. I believe I can and have learned something from almost every one of them, good or bad. For an example of how one type of construction can benefit another, I will share some of my observations of practices that are utilized in commercial construction that can cross over into residential construction.

Preconstruction: In some firms there is actually a preconstruction department. They do a lot of the research, specification and planning. In most cases the details and particulars are worked out in advance so the job can be priced and built in a more efficient manner.

Specifications: A document is generated to make sure the details are clearly communicated among the owner, architect, builder, materials supplier, installer, etc. This document or group of documents can really save time and money while making sure that expectations are met.

Job Schedule: This is self-explanatory, but if shared among those involved in the job it can make life easier on all.

Product review and approval: This is where we really remove the unknowns. Products are detailed out by the supplier, reviewed by the construction company and approved or sent back out for revision. The construction company takes an active role in making sure they are getting exactly what they want.

Plan revision tracking: Generally speaking, jobs can start off with preliminary plans

and specifications; these are revised throughout the process, often multiple times, then a set of final "for construction" plans and specifications are produced. Everyone involved is communicated with as addenda are created to make sure they are all on the same sheet of music.

Communication and documentation: This is probably the easiest and most valuable item. Almost all communication is either written or verbal, then backed up in writing. This is where we really make strides in eliminating errors and omissions. It is so much easier to know what someone is expecting or doing when it is written down. The sharing of information among all parties involved is also easier when it is in writing.

It may not be politically correct these days to say so, but everything is not for everybody. It takes skill and effort to successfully and efficiently do this work. When the jobs are large and the money is also, you have to take the time and effort that is needed or someone will pay the price. I'm no expert, but I can recognize one and learn from them. Let me know if you want more details on any of this or if you have something to share.

Thanks for working with Smith Phillips. We really enjoy what we do.

