

# Winter Partner's PRESS

CHARLOTTE • ROCK HILL • GASTONIA • COLUMBIA • MEBANE • GREENSBORO

TRUST • EFFICIENCY • INNOVATION • SAFETY • COMMUNITY • SERVICE • SUSTAINABILITY



*"Our mission is to be your most valued building partner, building the homes we live in today."*

## Who Let the Dogs Out?

The stock market is on a tear, setting new highs, with predictions of much higher numbers. Rates are low, money is flowing, IPO's, buy outs, and money chasing returns.

The housing market looks strong for the future with 1.3+ million starts projected for 2018, and the South and West are leading the way. Builder Sentiment is a solid 74 points (highest in 18 years).

Forestry Performance was up 3% YOY for 2017, what a wild ride with duties, forest fires, etc.! Expect more of the same for 2018. The only thing that can keep the lumber markets somewhat in balance is the importation of European wood.



So let's put the top down and enjoy it (take advantage of it) while it lasts.

I know everyone complains about the high price of lumber but remember 10% of a \$1.00 2x4 is .10, 10% of a \$2.00 2x4 is .20 (costs the same thing to deliver). Everyone is looking for this lumber market to fall back, but I think this time it's going to be different. Get used to \$500.00 to \$600.00 wood, as long as this economy is strong this is going to be the trading range, even if the duty was not in place.

OK, everything positive so far, but I always remember what a wise old man once said (BUY when everyone is fearful and Sell when everyone is exuberant). Folks we are always in a business cycle, it just helps to know where you are in that cycle.

Wishing you all a healthy and prosperous 2018!

*Ed Norris, CEO*

# Continuous Improvement

**D**ecember saw the launch of the Continuous Improvement program in Pineville. The 'CI' program gives employees the opportunity to implement new ideas that better our company as a whole and reward employees for their creativity and ideas. The program aims to teach employees about the different kinds of waste that exist in processing and allow employees to identify and eliminate them. However ideas can also improve safety, improve the customer experience, create a new product, or improve employee morale.

**O**ver the course of the last month, we've seen dozens of excellent ideas come forward and we are moving forward with implementing many of them. As with any new program, we are working out the kinks, improving the follow-up process, and looking to improve lines of communication. Once we reach a state in which we are satisfied, we will roll out the program to other branches.

## **Matthew Welty**

*Move all the doors from the special order window area to where the 80 doors were. Then we can use that area for sales and Special Order windows, cleaning up the front bay. This CI has been implemented and has resulted in better housekeeping and organization.*

## **Kennith Hawkins**

*Stackers need to be banded on material in the yard. Unbanded stackers cause a slowdown in loading and unloading material at the job site. Looking into an automated stacker banding station.*

## CI Award Winners

### **John Lindsay**

*Show Equipment Manuals for each piece of equipment. Maintenance forms for weekly inspections, to-do list deficiencies, and to order operator level maintenance parts. We will start placing manuals, schedules for inspection, and designate a person responsible for managing.*

### **Josh Jenkins**

*A large map located inside the customer pick-up office. This will cut down on waiting & confusion & will help our outside pickers. Will soon produce a large, color-coded map for use in the customer pick-up office, similar to that of a mall directory.*

### **John Lindsay**

*Make a few chains with grab hooks about 3 inches long to attach to the back of forklifts for pulling interior door carts from the back of the building to the front loading dock. We will move forward with attaching a trailer hitch to the forklift and a hitch coupler to a door cart. We will test on a forklift and one door cart for proof of concept.*

*Congratulations!*

**Ryan McAfee**  
**Most Customer**  
**Pick Up Tickets 2802!**



**These people will be awarded for each approved CI.**

*(John got \$100 for two CIs).*

# Casey Crouch BIG DOG of 2017

**D** On January 4th, the TBC sales group celebrated the designation of 2017's top seller. Sellers in the business are evaluated not just on the total volume of sales, but also on the amount of profitable margin they bring to the business.



**T**his year our winner for 2017 was Casey Crouch, a seasoned veteran with 15 years in sales at The Building Center.

## Big Dog of 2017



### CONGRATULATIONS CASEY CROUCH!

Award Presented by Skip Norris,  
President and Jack Hudson,  
Director of Sales and Marketing

## 401 (K) OPEN ENROLLEMENT DATES

### January 30th

*Pineville, NC* -- Warehouse  
Breakroom  
9 am -- **New Enrollees Only**  
10 am -- Question Time for  
Participants

### February 1st

*Gastonia, NC* -- Breakroom  
12 pm - 1 pm

*Greensboro, NC* -- Breakroom  
9:30 am - 10:30 am

### January 31st

*Rock Hill, SC* -- Breakroom  
10 am - 11 am

*Mebane, NC* -- Breakroom  
11:30 am - 12:30 am

*Columbia, SC* -- Breakroom  
12:30 am-1:30 pm



## HEALTH INSURANCE OPEN ENROLLMENT

Coming soon in  
*February*  
Open Enrollment!

What we've **ALL**  
been **WAITING** for!

Date will be  
announced.

# Smith System Driving Safety Five Principles

## Safe Driving at Home and at Work

This is the first in a series of quick driving tips applicable to home life, driving for work, driving a truck, etc. These may seem like “no-brainers”, but put into practice can make a huge difference in your safe travels.

### First and FOREMOST: If you are driving, DRIVE!!

- Set mirrors, seat adjustments, and heat/cool before you start.
- Set the sound/entertainment system before you start the trip, then **LEAVE IT ALONE!**
- Set your navigation system before you start the trip.

### While driving, DO:

- *“Buffer:* - leave 2-3 car lengths between you and the car ahead, avoid getting caught in a “pocket” between cars.
- *“Aim High”* - look far down the road, not just directly at the car in front of you.
- *“Be aware”* - you’re surrounded by other drivers - some are distracted, some are erratic, avoid when possible.

### AVOID DISTRACTIONS!

Don’t fiddle with the radio, don’t fix your hair in the mirror, don’t eat a Big Mac and fries, don’t dial your phone, don’t look at your messages, avoid talking on the phone and **ONLY** talk hands-free, don’t discipline your children, don’t pet your dog.



Most accidents  
are avoidable,  
and in virtually  
all cases  
50% of accident  
participants are  
victims.  
Please be  
vigilant, be  
attentive, and be  
SAFE.

## ProSales National Ranking for 2018

Once again, The Building Center Inc. is ranked in the top fifty lumber dealers in the US. TBC comes in at #47, in a year that showed Pro dealers operating 64% more efficiently than they did in 2005, and generating a total national level of \$49.36 B in 2017.

