

Commodities Update:

Okay, so we all have been hearing about the looming potential tariffs and how that may affect the construction materials costs. Make no mistake about it, should the tariffs come about as threatened it would noticeably increase the cost of lumber and building materials. Those products coming into the U S from abroad will simply have their costs to suppliers increased to cover the tariff cost. We (suppliers), in turn, pass that cost on to our customers and so on down the line. Lest you think, "why don't we simply buy from domestic mills/manufacturers in the U S who don't have a tariff", most all U S mills/manufacturers will see this situation as an opportunity to raise their prices to the new "tariff" levels. We already see that occurring with SYP dimension lumber produced in the southern U S. So, we'll see how things shake out in the next few weeks/months. Summarized more than usual, here are some of the increases we are seeing (some independent of tariff issues):

- Panels- both <u>OSB</u> and <u>SYP</u> <u>plywood</u> are seeing modest increases each week.
- Dimension lumber- <u>SPF</u> and <u>SYP</u> both increasing more than modestly. <u>D Fir</u> is expected to increase by \$100/MBF by April.
- <u>Masonry/Portland cements</u> may be susceptible to tariffs with much coming from Canada and Mexico. Quikrete has announced its normal Spring increase for 3/1.
- Steel- Clark Dietrich has announced 10% increases for both 3/1 and 4/1 on <u>steel studs</u>. Both <u>rebar</u> and <u>concrete mesh</u> are seeing small increases thus far. ABC will increase <u>steel</u> <u>roofing/siding</u> by 5% on 3/17 with more increases anticipated. <u>Fasteners</u> from Grabber will increase 10% 3/17.
- We got a surprise notification (not unusual) from Pella that they will increase <u>window/door</u> costs by 4% effective immediately.

Quote to think about:

"Everyone you meet is fighting a battle you know nothing about. Be kind. Always."

Words Worth Reading:

Shoes in Church (author unknown)

I showered and shaved....I adjusted my tie. I got there and sat.....In a pew just in time. Bowing my head in prayer.....As I closed my eyes. I saw the shoe of the man next to me.....Touching my own. I sighed. With plenty of room on either side I thought, "Why must our soles touch?" It bothered me, his shoe touching mine.....But it didn't bother him much. A prayer began: "Our Father".....I thought, "This man with his shoes has no pride. They're dusty worn and scratched. Even worse, there are holes on the side!" "Thank You for blessings," the prayer went on. The shoe man said A quiet "Amen." I tried to focus on the prayer.....But my thoughts were on his shoes again. "Aren't we supposed to look our best.....when walking through that door?" "Well, this certainly isn't it" I thought, glancing toward the floor. Then the prayer was ended.....And the songs of praise began. The shoe man was certainly loud.....Sounding proud as he sang. His voice lifted to the rafters.....His hands were raised high. The Lord could surely hear.....The shoe man's voice from the sky. It was time for the offering.....And what I threw in was steep. I watched as the shoe man reached....Into his pockets so deep. I saw what was pulled out.....What the shoe man put in. Then I heard a soft clink as when silver hits tin. The sermon really bored me.....To tears and that's no lie. It was the same for the shoe man.....For tears fell from his eyes. At the end of the service.....As is the custom here. We must greet new visitors.....And show them all good cheer. But I felt moved somehow And wanted to meet the shoe man. So after the closing prayer.....I reached over and shook his hand. He was old and his skin was dark.....And his hair was truly a mess. But I thanked him for coming.....For being our guest. He said "My name's Charlie I'm glad to meet you, my friend." There were tears in his eyes.....But he had a large wide grin. "Let me explain" he said Wiping the tears from his eyes. "I've been coming here for months.....And you're the first to say Hi." "I know that my appearance..... Is not like all the rest." "But I really do try.....To always look my best." "I always clean and polish my shoes.....Before my very long walk." "But by the time I get here They're dirty and dusty, like chalk." My heart filled with pain.....And I swallowed to hide my tears. As he continued to apologize.....For daring to sit so near. He said, "When I get here I must look a sight." "But I thought if I could touch you....Then maybe our souls would unite." I was silent for a moment Knowing whatever was said Would pale in comparison.....I spoke from my heart, not my head. "Oh, you've touched me" I said And taught me, in part." "That the best of any man.....Is what is found in his heart." The rest, I thought.....This shoe man will never know. Like just how thankful I really am.....That this dirty old shoe touched my soul.

Live each day as your last, for we never know our time here on earth. Love and Peace My Friends and remember that it is not how we look on the outside but how we look within.

Hardware Humor:



"It's just temporary, until I fix the air conditioner."