

# HEARTLAND “ROCKS”

OFFICIAL NEWSLETTER OF THE HEARTLAND DRYWALL ASSOCIATION

OMAHA, NEBRASKA

JUNE 2004

## HEARTLAND MEMBERS FEELING THE “PINCH” ON METAL PRICING

The worldwide steel pricing increases are starting to be felt locally by our members as they bid, negotiate, and work on projects. The main complaint is the increased pricing over the past eight weeks for metal studs and/or framing. Companies are experiencing the effect of several increases since January 20<sup>th</sup> totaling upwards of 50% for metal framing materials. According to the steel framing manufacturers, the increases will continue through the summer months and appear that they will hold there for a while. We are, also, starting to see extended lead times for metal from our suppliers. There will be increases felt in our business on anything that has steel in it. This will include cornerbead, nails, screws, and tools, just to name a few. As the demand for steel from other product areas such as appliances and automobiles increase, the supply of steel coil that our manufacturers will be able to procure will become harder to get. This will cause our lead times to increase for materials and could put some of our tight construction schedules in jeopardy to be completed on time. It will be important for all of us to work together, contractors, distributors, and suppliers, to make sure that we are on top of this situation. As the professionals in this business, we need to educate and inform the decision-makers on projects to avoid any unexpected delays.

## SPECIAL PROMOTION FOR NEW AND FORMER MEMBERS

To encourage new members and former members to join Heartland Drywall, the decision was made to reduce the first year membership fees from \$125 to \$75. We feel that once you attend your first meeting, it will be evident that this is a growing organization that all companies involved in the exterior and interior finish business need to be involved with. Once your membership fees are paid, your company will be profiled on our web site. We have added several new members recently as well as some of our older members returning. Remember that this is your association and we depend on each other for our success.

## UPCOMING ASSOCIATION MEETINGS AND EVENTS

**June 15, 2004** Monthly Meeting At Valentino’s on 108<sup>th</sup> and Q Streets 11:30 am  
Speaker: TBA

**July 20, 2004** Monthly Meeting At Valentino’s on 108<sup>th</sup> and Q Streets 11:30 am  
Speaker: TBA

**August 17, 2004** Monthly Meeting at Chili Greens 70<sup>th</sup> and Spring Streets  
9 holes of golf at 3: 30 p.m., Dinner meeting at 5:30 p.m., Speaker: TBA

**September 8, 2004** Annual Golf Outing at Tregaron Golf Course, 12:00 p.m. shotgun start followed by dinner

## 2004 HEARTLAND DRYWALL ASSOCIATION OFFICERS

PRESIDENT: MATT PELAN – JOHNSON DRYWALL  
VICE PRESIDENT: MEL MORTON – TUFLY DRYWALL  
SECRETARY: TAMMY WEINERT – NU DRYWALL  
TREASURER: MATT HARTER – HARTER DRYWALL SUPPLY

## JUNE 2004 – MEMBER SPOTLIGHT

### MILLARD DRYWALL SUPPLY

Millard Drywall Supply has been a fixture in the Omaha drywall distribution market for decades. Millard Drywall is a branch of the Wagner Holding Companies, specializing in exterior and interior finishes. As a material distributor, Millard Drywall is committed to providing our customers with the highest quality materials, on-time deliveries, and a knowledgeable sales team. We pride ourselves in being consultants rather than just order takers. Our success in this market depends greatly on our customer's success and we do everything that we can to reach their goals. Millard Drywall is very active in the community by supporting local schools, youth programs, and other charitable organizations.



Project: Christopher Banks  
Customer: Johnson Drywall



Project: Cactus Café  
Customer: Midwest Drywall



Project: Qwest Center Omaha  
Customer: E&K Omaha



Project: Livestock Exchange Apartments  
Customer: Tufly Drywall