

Contractor

Service & Industry

Bulletin

June 2010



6459 State Highway 23, Oneonta, NY 13820-6550
607-432-8391, Fax 607-433-6284



Otsego Ready Mix, Inc.
2 Wells Ave
Oneonta, NY
607-432-3400



Tri County Builders Exchange

On February 17, 2010 the board of Directors of Tri-County Builders Exchange adopted a "Plan of Dissolution". The plan room at Pickett Building Materials was closed on March 31, 2010. We appreciate the support shown over the past 20+ years by fellow members of the exchange. Any questions can be directed to Jack Endryck at (315) 624-0276.

We're Having a Windows & Doors Truckload Sale July 12-26



Stop by Pickett Building from July 12th through July 26th and save on all Marvin and Integrity Products.



*My mother taught me to Appreciate a Job Well Done
"If you're going to kill each other, do it outside. I just finished cleaning."*



New Product at Pickett



in Stock

5/4 x 6 Chesapeake Sand
BD12 12' \$23.50 each
BD16 16' \$31.50 each
BDEC End Cap 75¢ each

20 Year Limited Warranty

Nails and fasteners are available in stock.

- Low Maintenance
- No Painting, Staining or Sealing
- Formulated with mold inhibitors
- Rot & Termite Resistant
- No Checking, Splintering or Splitting
- Stands up to Heavy Traffic & the Elements



Specials on Old Paver Displays

Last fall we replaced our paver and retaining wall displays with many brand new items to select from. As a result, the previous displays are available and we are offering them at a fraction of their original value. We have several styles and color mixes of pavers that are just perfect for smaller landscape projects. They are being sold by the pallet. Unit quantities, colors and styles will vary. These are being offered at a great value with super low pricing.

Please stop in to inspect your selection at our new closeout landscape area under the sign in Pickett's parking lot.



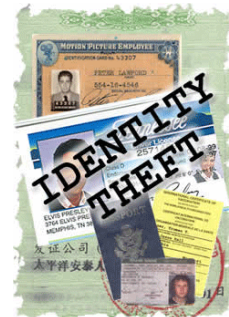
Roman Cobble Antique Gray Appx. 150 SF \$120.00 L11
Roman Cobble Brown Flash Appx. 85 SF \$ 75.00 L21
Cobblestone Red Flash Appx. 85 SF \$ 50.00 F22
Roman Cobble Butternut Mix Appx. 50 SF \$ 40.00 L14

Roman Cobble Circle Brown Flash Appx. 100 SF \$100.00 F5
Unilock Il Campo Mixed Appx. 125 SF \$100.00 L13
Vienna Mixed Appx. 85 SF \$ 50.00 F61
Mixed Tumbled Pavers Appx. 125 SF \$100.00 F103

These are just some of the items available. Stop in to view our full selection. These great values won't last.

Identity Theft - You May Never See the Bandit

The Federal Trade Commission has published information reporting that millions of Americans are currently living a nightmare when their personal / private information is stolen. These new wave bandits steal by accessing your credit through banks, stores and credit card companies.



Unfortunately, anyone can be victimized. It can cost hundreds of dollars and many hours to repair the damage that can be done to your credit and personal reputation. Knowing just what to do promptly and how to reduce the risk factor is important in adding to your protection against Identity Theft.

Here are some tips and suggestions collected from attorneys and financial institutions that are worth reading.

- Shred all documents containing personal information before you discard them.
- Protect your Social Security number. Don't carry your card with you, and be careful who you provide it to.
- Keep your personal information in a safe place. Make a photo copy of the contents of your wallet and your passport.
- Do not sign the back of your credit cards- put "Photo I D Required".
- When writing checks to pay on your credit card- reference only the last four numbers of your credit card.
- Monitor your accounts & billing statements for unusual activity and take immediate action to close them when you spot any.
- Close any accounts where suspicious activity has occurred or that are no longer active.

Action Plan: If you do become a victim of identity theft, here are the steps you should immediately take.

- Contact your financial institution immediately when suspicious activity occurs to let them know of possible fraudulent activity.
- File a complaint with the Federal Trade Commission. Their Identity Theft Hotline can be reached at 877-438-4338.
- File a police report with your local police department.
- Notify your major creditors. Contact your credit card companies to check for fraudulent charges and to stop future charges.
- Place a fraud alert on your credit bureau reports and review your reports for any suspicious activity. You only need to contact one of the reporting agencies to place the alert on your report. The agency is required to notify the other agencies.

The contact information for the credit bureau is as follows. If you would like more information about identify theft, please contact:

Equifax Credit Information Services, Inc.
PO Box 740241, Atlanta, GA 30374 888-766-0008

TransUnion Fraud Victim Assistance Department
PO Box 6790, Fullerton, CA 92834 800-680-7289

Experian
475 Anton Blvd, Costa Mesa, CA 92626 888-397-3742

Federal Trade Commission Consumer Response Center
600 Pennsylvania Avenue NW, Washington, DC 20580 877-382-4357
www.ftc.gov click on Avoid ID Theft

Social Security Administration Fraud Line
800-269-0271

Leadership in Management

The road to become a successful manager can be a little bumpy. Many people start out with good personal skills and as they excel and mature in their profession they are promoted to manager positions. It can be a very difficult transition, learning how to gain respect, provide necessary control so you may achieve the goals of your newly assigned duties, without being too aggressive and then having everyone angry at you. Sometimes the person has been prepared for the position, with some management training, but unless they have had an opportunity to actually supervise, they may not have gained the experience in managing. Success may come to those who know how to communicate well, have learned to listen and respect those who know their jobs well and are not afraid to give credit to them and show appreciation for what they do.

Managers always have Answers?

When a person becomes a manager they have decisions to make, either with acquired knowledge or they may still be learning the ropes. You must rely on people within your organization that have specialized experience to help make important decisions. Learning to use your resources may go a long way to quickly accomplishing your companies goals by using a good team approach, getting everyone involved, allowing each of them to make contributions to make things happen. Because we are suddenly the boss, the promotion does not come with a transfusion of knowledge, to allow you to make all decisions totally on your own.

What sets leaders apart from supervisors and Managers

Whether you are a senior executive or a job site supervisor you can become a leader in the eyes of those you manage, supervise, report to and work alongside, by mastering good verbal and non verbal communication skills. Here are some examples of Manager - VS - Leaders which help define areas of differences in leadership approaches.



<u>Managers</u>	<u>Leaders</u>
Give orders and make assignments	Ask for ideas
Tell employees what to do	Ask employees what they think
Hold staff meetings	Communicate their visions to employees
Manage by policy	Lead by example
Delegate work	Offer opportunities to grow
Instruct	Learn
Respond when it is convenient	Respond promptly

Synthetic Roof Underlayment

The new generation of roof liners

GRACE

Grace 'Tri Flex Xtreme' is comprised of a durable woven fabric coated with layers of UV-Stabilized polyolefin with anti-skid coatings on both sides. It provides a superior walking surface in both wet and dry conditions on steep slope applications.

The product is extremely strong, durable, lays flat and is easy to install. It can be used as part of all major roof systems including shingles, tiles, slate, metal or cedar shakes.

It is mechanically attached to the roof deck and can be used alone or together with Grace Self-Adhered Roofing Underlayment.



Check out these product advantages:

- Skid Resistant Surface
- Durable – Strong
- Lays Flat, Stays Flat
- Lightweight
- Fast, Easy Installation
- Grace Technical Support Line
available toll free 866-333-3726

In Stock at Pickett

TFEXT \$165 / 1000 SF Roll / 10 Sq Roll / 40" x 300"

Compare to 30 lb Felt

\$106.25 for 4 1/2 rolls to cover 1000 SF

Market Report

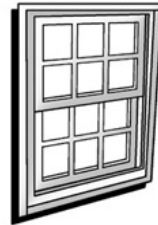
Paul Barnhart



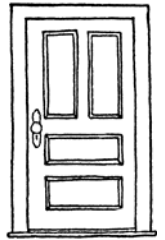
As the market continues to be befuddled by a lack of any definable 'push', pricing is basically flat with occasional yet notable exception.

Lumber remains steady and basically low; panels have receded from a high cost month but yet not back to the prior month's level. Metal roofing product manufacturers have stepped back for the time being from a previously announced June increase as the scrap market has fallen off. Watch your quotes as prices in another 30 days could change if we do eventually find ourselves feeling the aforesaid 'push'.

Of note is the 20% increase posted by fiberglass insulation manufacturers for the 1st of July; an increase which is both large in dollars and at an atypical time of year.



Window and Door Bargain Specials



We have some great items in our inventory that we would like to move out. Check it out for some great bargains.

Windows

SKU #	ITEM	QUANTITY AVAILABLE	PRICE EACH
W10	ANDERSON CR235 WHITE RO	1	194.00
W11	ANDERSON TW20210 WHITE RO	1	154.00
W12	ANDERSON AR281-2 TERR HP NO	1	198.00
W13	CTR / PTR 60610 TRANSOME TERR HP	2	125.00
W14	CN325 LSR WITE HP CASEMENT NO	1	325.00
W15	MARVIN DH 40-3/8 X 70 6/6 DW2HSDL W15	4	348.00
W16	INTEGRITY 3727 AWNING ALMOND ROTO	1	140.00
W9	MARVIN REPLACEMENT WINDOW INDH	5	150.00
WP4	ANDERSEN P4045 PICTURE UNIT HP RO	4	180.00

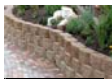
Doors

SKU #	ITEM	QUANTITY AVAILABLE	PRICE EACH
DR15	2-0X6-8 1-3/8 4 PANEL HARDBOARD	2	35.00
DR16	2-0X6-8 1-3/8 2 PANEL HARDBOARD	1	35.00
DR17	3-0X7/12 1-3/4 STEEL INSUL DR W/9X34 1	1	60.00
DR18	1-6X6-8 1-3/8 3 PANEL SMOOTH PRIMED	1	50.00
DR19	2-0X6-8 1-3/8 PANEL HARDBOARD INT	1	35.00
DR2	36X78-1/2 CHARCOAL ALUM 1 LT CVL	1	75.00
DR20	3-0X6-8 1-3/8 SC LAUAN INT DOOR BORED	1	65.00
DR4	2868 1-3/8 PINE R108 P PNL	1	65.00
DR5	2068 1-3/8 HC LAUAN FLUSH	1	30.00
DR6	36X78-1/2 CHARCOAL CLASSIC	1	75.00
DR7	36X80 WHITE CLASSIC ELEGANCE	1	75.00

This is only a partial listing. Call or stop in for details.



Landscape Report



In Stock in Port Crane
Bluestone Tumbled Pavers



Pure Blue Color, 2" Thick

Available in:

6" x 6" 66PBP \$1.30
6" X 12" 612PBP \$2.60
12" X 12" 1212PBP \$5.20

\$5.20 / Square Foot

Choose your own pattern. Each size is sold separately. Stop in to our Port Crane yard to check it out.

OBC

Landscape & Masonry Supply

Port Crane, NY

In 2006 a new branch of Oneonta Block Company was established to better provide masonry products to the Broome County market. The location is fully staffed with knowledgeable people that can assist you with our full range of masonry products for contractors, landscapers and homeowners.

Thousands of square feet of landscaping displays have been installed to allow customers to easily select materials.

The yard acts as a fully functioning branch of Oneonta Block Company, providing prompt and professional service to those in the Broome County market.

Stop in and meet the "George's" . . .



George Kuzma

Give them a call at 607-648-7051



George Scott (Scotty)

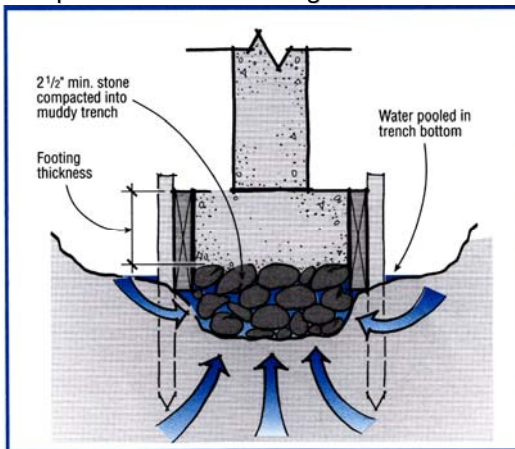
or visit us online at www.oneontablock.com

Otsego Ready Mix

Water Pooling -Wet Trench Problems



A tip from the Journal of Light Construction



Place large cobble in the bottom of the form. Be sure to compact well. Muck and water may fill the spaces between the stones, but contract between stones will provide adequate bearing. Use a stiff footing mix when casting

JLC Field Guide to Residential Construction



Our 3 yard mixer is perfect for smaller jobs where you have...

- Tight areas
- Smaller Quantities
- Small Spaces



Otsego Ready Mix can provide you with the right vehicle to meet your concrete delivery needs. Call Jim or Sue at 607-432-3400.

Builders Lunch and Product Information Sessions



Mark your calendar for some fun at Pickett. Set aside Thursdays on June 24, July 8 and July 22 from 11 a.m. to 1:30 p.m. Enjoy a barbecue and meet our suppliers who will be providing information on products and their uses.

June 24 Bridgewater Wholesaler will be on site with a mobile display trailer showcasing many types of masonite, fiberglass, steel & hardboard doors.

Numax will also be on site to demonstrate the New Senco Finish and Framing nails, now in stock at Pickett. Plus, the Max Re•Bar-Tier. Perfect for saving time and money while increasing productivity.

Also on this day will be a special recognition of Gerald Gregory who recently retired after 18 years with Pickett.

July 8 Johnny Glen of International Diamond will be on site to show and demonstrate low pitch EPDM rubber roof systems.

July 22 Blue Linx's Karl Smith will be present to display and explain vinyl siding, roofing, and the PlyGem Stone veneer program.



We realize that most contractors are extremely busy at this time of year, so we strive to make our product training programs casual so they don't take much of your time. While here, grab lunch and feed your crew.

Hope to see you there. **Thursday's 11:30 am – 1 pm**