



## Building Material Industry Facing Multiple Challenges

Multiple challenges are continuing to impact the pricing and availability of all building materials. This includes OSB, lumber, plywood, engineered lumber, windows, siding, roofing, doors and trim, and flooring products.

Production, labor, and trucking shortages are all contributing to rapidly rising prices, extended lead times, and transportation shortages.

The Henry Poor Lumber and Flooring Express teams are working closely with their supplier and manufacturing partners to procure all materials as quickly as we can. In some cases lead times have moved from 3-4 weeks to 12-16 weeks. This of course has disrupted schedules making it exceedingly difficult to meet promised project completion dates.

Prices of all products have increased dramatically. At this time, it is also very difficult to

provide extended price quotes. In some cases, product is being priced to us at time of shipment. Our suppliers are adding surcharges and shipping costs have increased

from .28 cents to .35 cents per mile over the past month alone. Diesel fuel prices have pushed to .90 cents a gallon higher than this time last year.

Our goal is to continue to work with each customer and update them regularly on any price or delivery changes. We are doing what we can to be proactive with purchases and logistics and are even picking up products from suppliers/manufacturers when trucking is an issue. We are



**Lumber shortages are leading to unprecedented price increases and extended delivery times.**

hopeful as manufacturers increase production and transportation issues are addressed that prices will stabilize, and lead times and product availability will improve. We are looking forward to a strong 2<sup>nd</sup> half of 2021 and providing the materials and resources to help grow your business.

Please give your sales specialist a call if you have any questions or concerns on pending or upcoming orders. We appreciate your continued support.

## Jim Andrew Receives Distinguished Alumni Award

Jim Andrew's alma mater, Ball State University, recently honored him as a 2020 Distinguished Alumni from their College of Architecture & Planning.

This award recognizes BSU alumni who have made outstanding contributions to their profession and society. Jim is a 1971 graduate with a degree in Urban Planning. The award announcement stated, "Jim represents the epitome of high achievement by a CAP alum in a non-traditional career arc."

Following a brief tenure as an urban planner, Jim followed his entrepreneurial instincts and entered the building supply industry working for Henry Poor Lumber and eventually buying the company. For the past 40 years Jim



**Jim Andrew**

has grown the business, expanded its offerings and products, and implemented best of class management controls and processes.

Jim noted, "I still draw on my BSU planning 101 principles to create attractive subdivisions with many amenities that increase lot sales with a good return on our investment."

Jim is an avid supporter of Ball State University and has served as President of the Ball State Alumni Council.

## Displays Highlight New Flooring Products

Flooring Express has added two new product displays for COREtec flooring products. These new displays make it easy to check out all the options available.

The COREtec luxury vinyl tile display highlights the realistic wood grains and colors available. The COREtec Stone display allows you to view all the stone color and pattern options.



COREtec LVT Flooring Display

COREtec luxury vinyl tile flooring products give you the realistic look of hardwood or stone, as well as improve the durability and ease of care for these products.

COREtec has an endless selection of different colors, pattern and sizes in their LVT product line that will make your room standout. This includes the look of real hardwood floors and luxurious ceramic and stone

tile. To see more choices go to [COREtec Designs](#).



COREtec Stone Flooring Display

**UP TO 20% OFF  
ALL COREtec  
LUXURY VINYL TILE**

**VISIT  
FLOORING EXPRESS  
FOR DETAILS**

[Link to Sale Information](#)

## New HR Director Joins Team

Sadie McKinley has recently joined Henry Poor Lumber as its new Director of Human Resources. For the past 4 ½ years Sadie has been an employer benefits advisor at a large insurance firm, and prior to that she managed hiring, payroll, and scheduling for another local company.



**Sadie McKinley**

A Lafayette native, Sadie attended McCutcheon H.S., Clinton Prairie H.S., and IU Kokomo where she studied public administration.

When not working Sadie and her husband, Dalton, and children, Katie and Owen, with their miniature Schnauzer puppy, Bailey, enjoy camping, helping out at the family farm, and attending car shows in their 1930 Ford Model A Tudor.

Sadie will oversee HR duties for all the Henry Poor businesses including HP Lumber, Flooring Express, HP Wood Packaging, and HP Engineered Products. One of her goals is to hold events that bring all these businesses together as “One Team”. Other duties Sadie will be responsible for are employee hiring and retention; health and safety; employee benefits and engagement.

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Two of Henry Poor Lumber’s delivery team members, Josh Richards(L) and Andrew Paxton, show off their Memorial Day patriotism. We all appreciate their team spirit.

## Cookouts to Return in June

Mark your calendars for the return of the Henry Poor summer cookouts on Friday, June 25th from 11am go 1pm. We look forward to seeing everyone again.

### Henry Poor Lumber

3315 Brady Lane  
Lafayette, IN 47909  
(765) 474-1388

[www.henrypoor.com](http://www.henrypoor.com)

**Store Hours**  
7:00 AM - 4:30 PM M-F  
CLOSED: SAT-SUN

### Flooring Express

2665 Maple Point Ln  
Lafayette, IN 47905  
(765) 447-4663

[www.flooringexp.com](http://www.flooringexp.com)

**Store Hours**  
8:30 AM - 5:30 PM M-F  
CLOSED: SAT-SUN