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WEDNESDAY, JUNE 23, 2010

➔ A Warm Spot in My Heart for Build Materials!

[Modern Distribution Management](#) just came out with their list of "Market Leaders" in half a dozen industry sectors. They report that the building materials is off 26%...and the market leaders list reports only on revenue, not profitability, stability, or long-term growth prospects in our sector. Many of the usual suspects are on the list, but some are not; and some of the big names have had lots of difficult publicity as they've had to cut back, reorganize, and manage through the Great recession.

Being a survivor is a new way of defining success, that's for sure, and I'm very grateful to our co-workers, customers, and vendors who have helped C.H. Briggs stay on the "survive and thrive" list.

And now I have a very special place in my heart for one private equity investor and commentator (who I've never met) who thinks that the worst is over and that Specialty Building material is on the upswing and is a good place to invest. I agree...and send thanks and kudos to Tony Wayne, Principal of [IronHorse LLC](#) who said in the [ACG's "Mergers and Acquisitions" Journal](#) that "as home values slowly recover while the regional glut of excessive inventory subsides, demand for specialty building materials should be a leading indicator of improved health for this sector."

He might be on the cutting edge, but he sees what we see...regional strength, spotty but encouraging home value trends, and a growing remodel demand on the residential side of our business. Since the past 2 years have been tough, I delight in thanking Tony and paraphrasing Sally Field..."he like us, he really likes us!"



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Posted by Julia Klein at 8:33 PM

No comments:

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About Me

Julia Klein

Julia is the Chairwoman and CEO of C.H. Briggs Company, one of the nation's largest independently owned distributors of specialty building materials. She has led the transformation of C.H. Briggs from family business to growth platform company, expanding its products, geography and markets; introducing innovative technology and integrating acquisitions.

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