

Best Buy Metals

INSIDER

The most popular newsletter in the entire company. Also the only one.



CORONAVIRUS AND IT'S EFFECT ON US

by Mason Burchette

Wow, March has been a long year (that's not a typo). These unprecedented times have certainly been confusing and unpredictable but you all have been doing an excellent job at ensuring Best Buy Metals remains a safe and healthy place to work. We are all in this together and we will undoubtedly come out on the other side a closer and stronger Best Buy Metals family. You've been in plenty of meetings and seen plenty of memos, flyers and emails about practicing proper hygiene, practicing social distancing and responsibly responding to symptoms.

ISSUE HIGHLIGHTS

Congrats to Meralla on her 10-year workiversary!

Get to know Samantha in our April Employee Spotlight!

Learn a few ways to get involved during the National Month of Hope

Allow this to serve as one more notice to wash your hands, maintain a social distance of six feet, avoid physical contact, and stay home if you're sick.

That said, we're close to overcoming the coronavirus obstacle and returning back to normalcy (and I'm giving you all a big hug when we do). Despite the uncertainty that this virus has brought, Best Buy Metals managed to post an extremely strong first quarter in sales. In fact, we ended the first quarter with well over \$700,000 in surplus over our goal year-to-date! You are incredible! That said, this is no time to take our foot off the gas pedal. The upcoming weeks will be trying and the following months of returning to normalcy are sure to bring their own set of challenges. Best Buy Metals remains in an excellent inventory position and we are 100% ready to keep rolling. Let's use the incredible momentum we've created in Q1 to jump start a record second quarter!

You all are undoubtedly the most incredible team on the planet and I'm so proud to be a part of it. (By the way, does anyone have any toilet paper?)

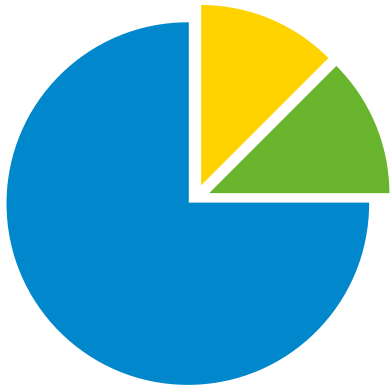
10 YEARS FOR MERALLA!



It's the second straight newsletter of us celebrating a 10-year workiversary! Meralla has officially been with Best Buy Metals for a DECADE! Meralla has done so much for our great company over the years and we are so blessed to have her on our team. Ten years is an absolutely incredible achievement. Thank you Meralla for all of your hard work! Here's to another ten years!

“When people are financially invested, they want a return. When people are emotionally invested, they want to contribute.” - Simon Sinek





Best Buy Metals

QUARTERLY REPORT

2020 First Quarter at a Glance

	Goal	Actual
Asheville	\$1,219,807	\$1,752,450
Greenville	\$722,359	\$1,109,735
Charlotte	\$503,858	\$510,980
Cleveland	\$1,473,396	\$1,865,465
Chattanooga	\$762,415	\$668,784
National	\$1,547,688	\$1,365,467

APRIL IS THE NATIONAL MONTH OF HOPE

After the unsettling month our nation faced in March many families, friends and neighbors could certainly use some hope. Being a positive role model in the life of a child or providing a community a foundation for future endeavors both provide hope for the future. Lift the spirits of a friend suffering from a medical issue or volunteer at a local homeless shelter. We are each able to bring a ray of hope in our own ways by contributing wisdom, time, kindness and when possible donate to charities that make the impossible possible. Here are a few ways you can spread some hope in April:



**American
Red Cross**

DONATE BLOOD

If you're eligible to donate blood then this is a very important way to give hope to your community. Find a local blood drive in your area by visiting: [redcrossblood.org](https://www.redcrossblood.org)



DONATE MONEY

Arms of Hope Children's Home and the work in Haiti is very close to our hearts. You can help support the orphanage and the continued work in Haiti here: [armsofhopechildren.org/donate](https://www.armsofhopechildren.org/donate)



VOLUNTEER

Our communities are always in need of volunteers to assist with feeding the homeless, cleaning public areas, teaching, and more. Get connected with volunteer opportunities in your local area by visiting: [volunteermatch.org](https://www.volunteermatch.org)



DONATE FOOD

Local food pantries are always in need of non-perishable food items. If you have food you can spare consider donating to your local food bank. You can find one here: [feedingamerica.org](https://www.feedingamerica.org)

"Hope is the thing with feathers -That perches in the soul -And sings the tune without the words -And never stops - at all"

- Emily Dickinson

EMPLOYEE SPOTLIGHT



SAMANTHA EVERS

Inside Sale Rep, Charlotte

Samantha is a flagship employee at our Mooresville, NC facility. If you've ever called Mooresville, then you probably know who Sam is. She was the one that sounded EXTREMELY excited to be talking to you (and she probably actually was that excited). Get to know Sam a little bit by reading her answers to a few questions (I had to reduce the number of questions because Sam is very thorough with her answers).



What is your funniest memory at Best Buy Metals?

If you've known me for more than five minutes it wouldn't shock you to learn that I am not a sports person, but I never pass up an opportunity to wear a costume, so I had to figure out a way to participate in my first Fan Friday! I don't own any sports attire, but I remembered seeing football players with that black mark under their eyes (still don't know what that is really) so I copied them, except only under one eye, because fashion. I didn't know it had to be both! Not one customer left without making sure to let me know that I was doing it wrong, and my team was even worse! They called me Nelly for at least a week or two.



What's your advice for new employees at Best Buy Metals?

Organize, organize, organize! Otherwise, you'll lose half of what there is to focus on! My desk is an absolute forest of sticky notes. And be human; people really do appreciate the personal touch.



If you could only eat one food for the rest of your life what would it be?

Pizza. Even terrible pizza is still pizza. It NEVER disappoints.

SAM'S FAVORITE QUOTE

"He who has a why to live can bear almost any how"
- Freidrich Nietzsche



Connie Mills
Alejandro Duenas
Fernando Duenas
Brandon Stewart
Nathan Libbey
Weston Justice

Josh Lucy
Adam Clark
John McDaniel
Nick Collins
Daniel Pace
Glory Fling

REVIEW OF THE MONTH



I am a roofing contractor in Chattanooga Tn and have been using Best Buy Metals for a number of years. The customer service has always been great and the general manager Richard is a great person to work with. I would recommend them for any of your metal needs. Thanks Best Buy and keep up the good work!!

- Jonathan Wyatt



IMPROVISE. ADAPT. OVERCOME.

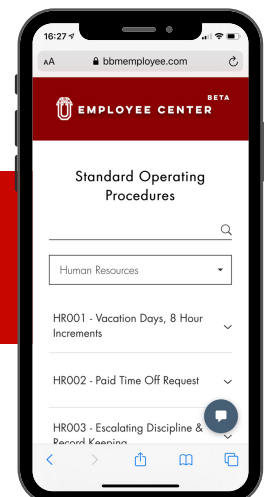
INTRODUCING POLYCARBONATE SNEEZE GUARDS USING SKYLIGHT PANELS

A big shout out to our CEO Isaac Libbey and his creativity in designing a sneeze guard utilizing our clear polycarbonate skylight panels and some custom trim. What started out as a project to provide additional protection to our front desk associates during the Coronavirus pandemic turned into a new product launch. That's right, we're selling them.

If you've been around Best Buy Metals any length of time then you know we like making kits. Pole barn kits, carport kits, hardware kits, we like kits. And that's why we took one look at this and decided it makes sense to sell cost effective sneeze guards kits to the public.

Stay tuned! Product and price information to follow!

Heads up! We've issued new Standard Operating Procedures related to the Coronavirus. You can easily browse and search all Standard Operating Procedures at bbmemployee.com



WHY METAL ROOF MANUFACTURING IS AN ESSENTIAL BUSINESS



This is certainly an unprecedented time in our history with the worldwide outbreak of the COVID-19 Coronavirus. The virus has spurred a plethora of varying responses nationwide as individual states and counties introduce legislation, mandates and executive orders that restrict certain businesses from performing daily operations and prohibit certain employees from reporting to work. By now we're all familiar with certain buzzwords and phrases surrounding the pandemic. Phrases like "essential business" and "essential employee" are a part of our daily news cycle right now. Most states have produced their own unique list of what they qualify as an "essential business", however, most of the lists are generally the same. Manufacturing, distribution and supply chain for critical industries has been universally classified as an essential business. What makes metal roof manufacturing fall under this category?

A roof is not a luxury, it is a necessity.

When people talk about things they are thankful for there's a reason the old saying "a roof over my head" is usually stated. A roof is the first line of defense against the elements for a residential home or a place of business. A leaking or damaged roof will allow moisture into the home which will lead to conditions not suitable for living including rotted materials, mold, and even flooding depending on the severity of the leak. There is a wide array of destructive and hazardous circumstances that can arise from having a damaged roof.

Metal roofing is a primary roofing material.

Metal roofing now claims ownership of over 15% of roofing market in the United States and continues to rise year over year. It offers unmatched energy efficiency, durability, and recyclability for the price point and is arguably the most financially responsible roofing material that can be purchased given its performance ratings. Metal roofing and siding is not only a favorable choice for residential use but it is often a required material for critical infrastructure like fire departments, agricultural buildings, supply chain warehouses, coastal buildings, and more. It's important to the continuation and addition of many vital services across various industries that metal panels are able to be produced for construction.

Mother nature doesn't pause for pandemics.

As we've recently witnessed with recent severe storms and tornado outbreaks across the central U.S. and south-east, inclement weather conditions give no mind to our struggle with Coronavirus. When severe storms and tornadoes ravage communities and damage or destroy homes and vital infrastructure, we can't very well consider the rebuilding of those communities as non-essential. Metal roofing and siding manufacturing must continue to provide the necessary materials to recover from natural disasters and storm damage. The supply chain relies on metal manufacturing. Many other essential businesses such as agricultural businesses, warehouses, big-box stores, hardware stores and other distributors all rely on manufacturers to produce materials that they supply or utilize. When manufacturing stops, the supply chain does too which restricts or prohibits other essential business from functioning properly or at all in some cases.