

*Best Buy Metals*



# INSIDER

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



## JIMMY EVERHART HITS THE 10 YEAR MARK!

When Jimmy started at Best Buy Metals we were operating a staff of just twelve people selling under \$4 million annually (we've grown by about 85.6% since then). Jimmy has been here for the endurance of our explosive growth over the past decade and has been an instrumental part in our success. We're certainly blessed to have Jimmy aboard our team and look forward to another great ten years!

### ISSUE HIGHLIGHTS

Get to know Tommy Nicholson in our Employee Spotlight

The new and improved local website has officially launched!

Stock up on the ramen. It's national noodle month.

# HERE WE GROW AGAIN!

Our leadership team is growing once again! We are excited to announce these changes as a result of our continued growth.



## RICHARD GOW

*Purchasing Manager*

Richard was instrumental to the initial success of our Asheville facility serving as interim General Manager during it's upstart. He has since been faithfully serving as the General Manager of our Chattanooga facility. Richard will now be moving into an exciting new role as our Corporate Purchasing Manager. He will be able to bring a focus and intentionality to our products, pricing, and sales processes like we've never seen before. Congratulations, Richard!

## JASON HIEFNAR

*General Manager, Chattanooga*

Jason has excelled as an Outside Sales Representative at our Cleveland facility for the past year. He will be bringing a background of relevant management experience to the Chattanooga facility as he takes on the new role of General Manager. Jason's leadership experience and positive attitude have already and will continue to contribute enormously to our company culture. Congratulations, Jason!



“Growth is never by mere chance; it is the result of forces working together.”



*Best Buy Metals*



# SMALL BUSINESS

You are the backbone of America's economy

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- 70% of small businesses are owned and operated by a single person
- Small businesses employ 57% of the country's private workforce
- Small business pay 47% of U.S. payroll
- The 77 million people that make up the US small business workforce would rank as the 17th most populous country in the world, just ahead of Iran.
- Only 50% of businesses survive five years
- Small business create 13x more patents per employee than large patenting companies
- 60-80% of all new jobs come from small business

# MARCH IS NATIONAL NOODLE MONTH

National Noodle Month is an annual designation observed in March. This has to be one of the tastiest months of the year... Who doesn't love noodles?! This month incorporate noodles into all kinds of different meals. It doesn't have to be the classic bowl of spaghetti and meatballs! The history of noodles is one you actually may not expect. When you think about this type of food, you probably think Italian food. The Chinese, Arabs, and Italians have all claimed to have invented noodles, but most studies show that the oldest mention of noodles appears in a dictionary from the third century A.D. in China. These noodles, called mian pian, are still eaten in China... but, of course, all shapes and sizes of noodles are now consumed all over the world. If you want an excuse to carb-load and indulge in this delicious comfort food, (which, let's be honest, any excuse will do) now's your time to get creative!

## HOW TO OBSERVE

Use #NationalNoodleMonth to post on social media about your love for all things pasta! This month,

- March 11 is National Meatball Day (enjoy with noodles, of course)
- Even though inexpensive instant noodles aren't considered fancy (in the least) today, they were once sold as luxury
- If all you ate for an entire year was ramen noodles, you could survive, keep a full belly, and only spend \$140 total
- Federal law says a noodle must contain 5.5% egg solids, or it can't be called a noodle
- In Japan, it's actually encouraged to slurp your noodles. Rather than seeming rude or sloppy, it shows that you thoroughly enjoy the meal.



## HISTORY

National Noodle Month was created by the National Pasta Association, a nonprofit organization.

# EMPLOYEE SPOTLIGHT



## TOMMY NICHOLSON

### Inside Sale Rep, Cleveland

Devin has been with Best Buy Metals for six and a half years (since the Asheville store's inception). He started his career here as an Inside Sales Representative. From there Devin moved in to the Assistant Manager position and eventually took the lead as the General Manager in Asheville.



#### What is your funniest memory at Best Buy Metals?

My funniest memory would probably be watching Josiah accidentally dump an entire panel full of ice cold water on my favorite customer while it was about 30 degrees outside. We had a pretty good laugh about it.



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

Try to be a better person each and every day. Your light is infectious.



#### What is your favorite hobby?

Playing Music. I'm hoping to release a new album this year. I'm also a gigantic sports fanatic.



#### Which cartoon character would you switch lives with?

Bugs Bunny. He is so clever. Not to mention, I wouldn't mind saving the world by playing a basketball game on Michael Jordan's team..



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

Easily New York Pizza. I'll do anything for that heavenly combination of sauce, dough, cheese, and pepperoni

## TOMMY'S FAVORITE QUOTE

"I've failed over and over again in my life, and that is why I succeed. - Micheal Jordan

# WELCOME TO THE SHOW!

The last 30 days have been busy. We participated in eight trade shows in the last month! Here's a snapshot of a few cities we've been to.



## COLUMBIA, GREENVILLE & SPARTANBURG, SC

We've been all over South Carolina this month. We participated in the Southern Home & Garden Show in Greenville, the Home & Garden Show in Spartanburg and the Home and Landscape show in Columbia.

## CHATTANOOGA, TN

We pulled out the big display for our 20x20 booth at the Tri-State Home Show in Chattanooga.. The Tri-State show put on by the Home Builders Association is one of the largest in the region.



## ATLANTA, GA

The Atlanta Log & Timber show is a low traffic show with high quality leads. Attendance is invite only so our interactions were high value.

## CHARLOTTE, NC

The Spring Home & Garden Show at the Park Expo in Charlotte ran back-to-back weekends. We had our pole barn display set up and personally interacted with hundreds of interested consumers.





**Kayla Dalton**  
**Jamie Morgan**  
**Will Black**  
**Kyle Tunnell**

**Megan Lyle**  
**Houston Scoggins**  
**Chris Godsey**  
**Joshua Evans**

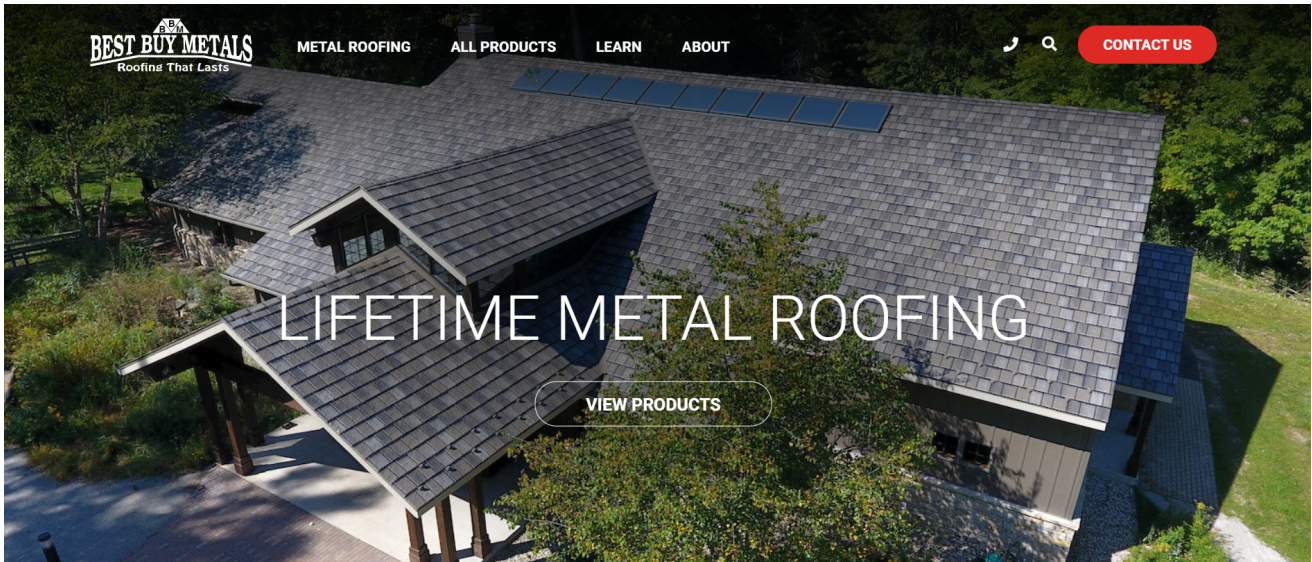
# REVIEW OF THE MONTH



**Allen Woerner**

★★★★★ 1 week ago

I had a great experience using Best Buy Metals for my standing seam roof. I am a owner / builder who has never done a metal roof so I had plenty of questions. Megan L. was my contact from start to finish. She was very knowledgeable about every detail of a metal roof and provided fact based answers to all of my questions. She was flexible with my project and any extra metal needed, she ensured it was ready ASAP. Westin, the delivery manager and his co-worker, did a great job navigating a very steep and muddy driveway, as well as came out after hours to make sure metal was ontime for installation the following day. Competitive pricing, based on other competitors in the Asheville area and overall excellent service.



# NEW LOCAL WEBSITE LAUNCH

## CHECK IT OUT AT [WWW.BESTBUYMETALROOFING.COM](http://WWW.BESTBUYMETALROOFING.COM)

A huge thanks to Nathan Libbey for all of his hard work on getting our new local website off the ground. The new site is packed with updated information, features, pictures and more. This is definitely a game changer for our local sales teams and gives you even more tools and resources at your finger tips than you've previously had.

If you haven't taken the time to familiarize yourself with our new local website please take the time to do so! If you find any bugs, glitches or errors on the site you can report them in our website bug tracker by visiting this site: [bit.ly/bbmbugtracker](http://bit.ly/bbmbugtracker)

Our new website is optimized for mobile viewing. This gives users an immersive experience when interacting with our website so don't be afraid to send your customers a mobile link!

