



SNAVELY SUCCESS STORIES

Building Business for our Partners



The project, which includes several phases, will provide better housing for employees of Wisteria at the Nemaocolin Resort, the homes will use LP® SmartSide® ExpertFinish®

Pittsburgh Division Awarded Housing Development Project with 84 Lumber

The first of several construction phases to come at the prestigious Nemaocolin Resort

People in the building materials industry know that building relationships is just as important as building structures. Companies that experience the greatest success take the time to network with and understand the needs of potential project owners, builders, and vendors.

This description rings true for Snavely's Pittsburgh division when it had the opportunity to bid on a substantial housing development with 84 Lumber®. The project, which includes several phases, will provide better housing for employees of Wisteria at the Nemaocolin Resort, a luxury vacation destination in southwestern Pennsylvania. In early 2022, the Snavely sales team of Steve Paras and Brett Kerr came in with the winning bid for the development's initial phase.

The scope of work for all project phases includes LP® SmartSide® ExpertFinish® trim and siding and TYPAR® HouseWrap. The

first phase of the project for Snavely includes 14 patio homes. Additional phases include construction of a variety of cottages, estates, and a community center.

The combination of Paras's and Kerr's relationship with 84 Lumber's Morgantown, WV branch — plus Snavely's long-standing partnerships with LP Regional Account Manager Brett Barry and TYPAR Regional Account Representative Andy Bredesen — earned our company the win.

Paras and Kerr took the time to know all the key players and worked closely with them from conception to construction. Paras says, "84 Lumber treated us as a valued partner throughout this entire process. This project continues to run smoothly, and we could not have done it without the cooperation of their corporate



TYPAR® HouseWrap will be used throughout the project, which includes patio homes, cottages, estates, and a community center.

buyer, multiple project managers, outside sales reps, and assistant manager at the Morgantown location."

But the reason for our achievement at Nemaocolin goes a little deeper than networking and keeping in touch with the project's contacts. Paras went so far as to build a mock wall for the architects, a rare offering in these times.

In addition, our strong relationships with LP and TYPAR played a large role in the success of this highly visible project. Product availability and delivery schedules with no effect on allocation were also determining factors for the win. Paras adds, "LP SmartSide ExpertFinish and TYPAR HouseWrap are not just some product alternatives. Rather, they are becoming the market's go-to products."

Through long-standing business relationships, working closely with key decision-makers, and going beyond expectations, Snavely is Building Business for Our Partners. 🌲

CLOSE UP

- **Client:** 84 Lumber
- **Project:** Employee Housing Construction
- **Results:** Successful First Phase Strengthens Our Position for Future Project Bids

App Simplifies Inspections, Provides Real-Time Insights, and Drives Faster Actions

Eliminating paperwork and a cluttered filing system was just the beginning

When Snarely Forest Products was acquired in 2018 by MacArthur Company, it joined with Weekes Forest Products to create the Two Step Distribution group.

Prior to the business reorganization, James Watts was Snarely's Director of Health and Safety and responsible for the design, implementation, and follow-through of all health and safety protocols for 150 employees. Upon Snarely's acquisition, Watts suddenly found himself responsible for the well-being of 400 employees. Adding to the challenge was that safety inspections for both companies were paper based.

CLOSE UP

- **Challenge:** Problems resulting from unmanageable paper safety records
- **Solution:** Digitizing records and field inspection reports
- **Results:** Safer work environments and streamlined field inspections and follow-ups

"All our forklift and warehouse inspections came in on paper," says Watts. "We have 18 warehouses and approximately 200 pieces of mobile equipment — we generated a lot of paper. And that led to a complicated filing system, and it just kept expanding."

So Watts created a single unified document for both Snarely and Weekes employees to use in inspection reports. But it was only

the first step. Watts was interested in a digital solution for his inspection management process and sought a platform that would combine his standardized form with streamlined technological delivery. He found it with Fulcrum, an app developer dedicated to modernizing mobile workforces.



"When I sat down with Fulcrum to discuss my annual site inspection, they looked at my program and the files I used," says Watts. "Then they took everything we had, unified form and all, and showed me how to easily create a user-friendly mobile app in minutes."

The resulting mobile app was simple to use and matched the form's parameters exactly. It provided ease and out-of-the-box to support inspection process management. From planning to inspection, through reporting to acting on the accumulated data, Watts' process was seamlessly automated. It enables him

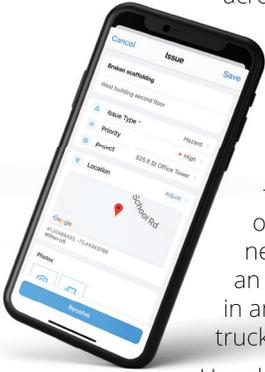
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to obtain crucial insights at every level of an inspection workflow, expedite communications, and plan remediations and new inspection processes.

Just two weeks after digitizing their safety inspection programs, Snarely and Weekes achieved payback on their annual investment. More importantly, they were able to consolidate insights across facilities to drive action on the safety data they collected.



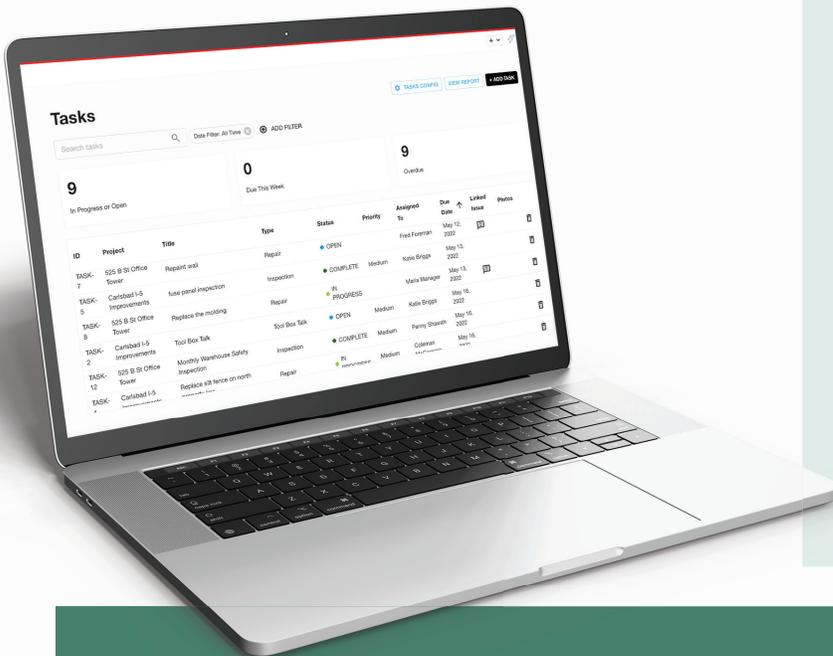
WATTS NEXT?

After demonstrating the Fulcrum platform to Two Step Distribution executives, Watts was given the go-ahead to put together a development team to oversee the creation of, and training for, new apps. Says Watts, "We're now creating an accident and injury reporting document in an app, and we're going to get it to all our truck drivers."

He adds, "The drivers all have tablets for the electronic logs. With the app, they can report right away and take pictures automatically geotagged for documentation. Our team at the home office will have expedited visibility into report initiation, location, and status for all required follow-up. It's going to utterly reshape our accident reporting process."

Watts also plans to use the platform as a recruiting tool. "If we can say our process is very simple and works on tools you use every day, we have an advantage over other employers."

Through the use of streamlined reporting technologies, Snarely is more efficient in Building Business for Our Partners. 🌱



APP BENEFITS

- **Warehouse Safety Audits.** Employees can now enter all information, including photos, using the app on their mobile devices, to digitize audits in real time. Record-keeping efficiency has improved by 55–75%, and reports are quickly created and distributed to the right stakeholders.
- **Forklift Safety Inspections.** Safety inspections for 100 forklift operators across 16 divisions have now been simplified and save each division at least half an hour per day, plus real-time insights drive forklift maintenance and repair schedules to reduce the risk of accidents.
- **Facility Inspections.** The app saves management 30 minutes per month per location just in inspection time. By making inspection data shareable with other teams to drive remediation and reporting efficiencies, Snarely also realizes significant cost benefits.
- **Insurance Reporting.** To get the best insurance rates, Snarely and Weekes must self-report every three years. The app provides real-time visibility into safety issues and remediation management across teams and enables both companies to quickly and accurately self-report. 🌱



We will be featuring success stories in each SAP edition that demonstrates our commitment to Building Business for Our Partners. They can also be channeled on our web site, email campaigns and print when appropriate.

Please submit your success to Alexis Joseph ajoseph@sfpusa.com - there are many out there!