

Business Spotlight

A SPECIAL ADVERTISING PHOTOSTORY SERIES
FEATURING OUTSTANDING BUSINESSES AND BUSINESS PEOPLE

IN THIS ISSUE THE SPOTLIGHT IS ON H. A. SMITH LUMBER & SUPPLIES

"If we don't have it in stock, H. A. Smith Lumber and Supply Company will find a way to get it for you." Those are the words of Jack Woodworth, Vice President and General Manager of H. A. Smith Lumber and Supplies Company. Located at 28575 Grand River Avenue in Farmington Hills (just west of Eight Mile Road), H. A. Smith Lumber and Supplies Company is a full line supplier of retail building materials.

"Since our founding in 1946 we've been serving both local contractors and do-it-yourself individuals with all of their building supply needs." Started by Helen Smith and now headed by her nephew Robert VanEvery, H. A. Smith Lumber and Supplies Company has developed a faithful clientele of both commercial contractors and individual customers.



Satisfying customers since 1946, H. A. Smith Lumber and Supplies Company is the only supplier you'll ever need for all of your building needs.

The fact that H. A. Smith Lumber has a loyal following is no accident. Bob, Jack, and the entire staff work very hard to keep their business and community ties. They make numerous donations of materials to local high schools and community service groups and are actively involved in community affairs. Most recently, H. A. Smith Lumber and Supplies Company was a major sponsor of the very successful Farmington Home Show.

Though 75% of their business is commercial, H. A. Smith Lumber and Supplies also meets the smaller but no less important needs of the individual buyer. Their house accounts, over 2000 in number, range from cities and school districts to commercial contractors, manufacturing companies, and management companies. Building everything from single family homes to the largest shopping centers and office buildings, these organizations rely upon Smith Lumber and Supply for on-time delivery of the best quality materials available.



President Bob VanEvery (left), Vice President Jack Woodworth (right) and top salesman Jim Bock (middle) help to fill a contractor's order.

The individual buyer can also reap the benefits from H. A. Smith Lumber and Supplies' numerous and loyal commercial patrons by being able to find anything he needs for his home improvement jobs. Commercial contractors rely on the variety of H. A. Smith's broad range of inventory to meet their diversified construction demands. For this reason, individual buyers are almost guaranteed to find what they need and in any quantity.



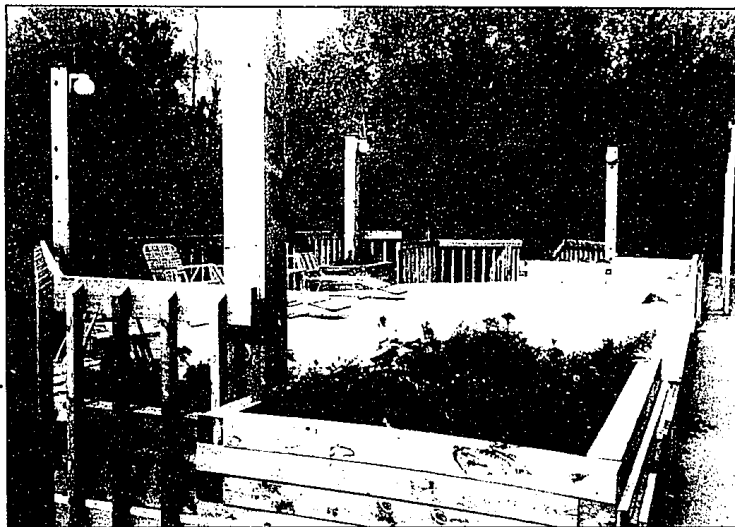
Bob VanEvery helps out a couple who have come in for supplies and advice.

"We're not a bath boutique or knick-knack shop..." Jack is quick to point this out. H. A. Smith Lumber and Supplies delivers the very best treated lumber as well as custom doors and windows, skylights, decorative hardwoods, panelling, molding and trim, and paints and stains. One of their specialty products is Western Red Cedar for decks, spas, and hot tubs.

Business at H. A. Smith Lumber and Supplies Company, however, does not start and stop with just the delivery of building materials. Its staff has the ability to look at a construction plan, large or small, and develop accurate estimates for both materials and costs. They can also help the customer develop a timetable for the delivery of materials in order to meet construction deadlines.



Beautiful things can be created with supplies from H. A. Smith Lumber and Supplies Company.



Whether you're building a shack for your garden tools or a deck for your guests, H. A. Smith Lumber and Supplies Company can meet your materials needs.

Smith Lumber and Supplies personnel can also suggest design concepts and construction tips. Having seen literally thousands of construction plans, they have a wealth of proven techniques from which to draw. In addition, they maintain an extensive library of contacts for contractors or individuals in search of any kind of construction services.

"We believe that the long term benefits of quality supplies and personalized service outlast the short term benefits of a cheap price for second rate materials."



A knowledge, reliable, and courteous staff is on hand to help fill client's orders, large or small, simple or complex.

*a Denice Bennett
Production*

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