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Quality Building Materials



For Immediate Release

**Smitty's Building Supply announces record sales performance in August**

Sales at an all-time-high as a result of three recent acquisitions and operational enhancements

**ALEXANDRIA (September 6, 2007) - Smitty's Building Supply, Inc.**

([www.smittys.com](http://www.smittys.com)), one of the largest lumber and building material distributors in the northern Virginia and metropolitan DC region, announced record sales volume for the month of August despite lackluster housing industry performance in the area.

Smitty's executives attribute much of the record-breaking performance to the purchase of Shelter Systems in October 2006, followed by the acquisition of the Millwork Division in December and the four Marvin Window and Door Showrooms in January 2007.

"These acquisitions allowed us to increase the number of customers and boost our market share in the region," said Rick Smith, CEO of Smitty's Building Supply. "The capability of the new divisions, our expanded installation services and the experience of our new employees add greatly to Smitty's power to provide comprehensive solutions to our customers' needs."

According to newly-named Smitty's president, Jeff Smith, "Enhancements to the business were critical in achieving this record performance. These upgrades included the renovation of Smitty's Alexandria location by re-merchandising the hardware assortment, adding Kitchen & Bath Cabinetry and a complete selection of moulding. Jeff Smith also credits the new Activant Falcon business management software system, which was installed in May, for supporting the effort to take advantage of all available selling opportunities.

"We expect continued growth through 2008 as Smitty's continues to develop its own opportunities in this below par housing market," said Rick Smith.

"We are focusing on the custom housing, remodeling, and commercial segments as these are less impacted by the current housing downturn. We will continue to invest in our industry to add greater value to our customer base and gradually expand our geographic footprint."

**About Smitty's Building Supply, Inc.**

Smitty's Building Supply, Inc., founded in 1975 by Pat and Nelson Smith, is one of the largest lumber and building material (LBM) distributors in Northern Virginia and metro DC.

Smitty's serves more than 2,000 builders, remodelers, do-it-yourselfers, contractors, and commercial establishments, offering a full range of LBM products and services that include engineered wood floor systems, windows, doors and MRO supplies.

The company looks ahead to generating more than \$100 million in sales in 2007, ranking it among the top 100 largest LBM suppliers in the U.S. as well as one of the fastest-growing firms among all types of businesses in the DC metropolitan area.

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Headquarters/Industrial Division	Distribution Center	Shelter Systems	Millwork & Supply	WindowSmith
Retail/Distribution Center	11801 Balls Ford Rd.	7905 Notes Drive	7622 Backlick Rd.	7249 Arlington Blvd.
8457 Richmond Hwy	Manassas, VA 22309	Manassas, VA 20109	Springfield, VA 22150	Falls Church, VA 22042
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