

THE COMPANY TIMES

A Publication of Jones Legacy Ventures

SPRING 2021



CAB INTERIOR DESIGN



CONGRATULATIONS GRADUATES!



Alyssa Bean, daughter of Jeff Bean, enrolling in the University of North Texas in the fall.....MEAN GREEN!!!! Majoring in Psychology. Alyssa wants to become a child psychologist. (Left)



Carter Dixon, son of Natalie Gandy, will be attending the University of Arkansas, majoring in Civil Engineering with a minor in Finance (Right)



Miguel Hernandez, Longview Lumber employee, will graduate from Pine Tree High School and intends to join the Marines.



Cody Craig, son of Alisha Craig, is graduating from Brownsboro High and will attend TJC in the fall.



Daniel Moore, son of Tim Moore, is graduating with BBA in Finance degree from Texas Tech University.



Jaden Langford, son of Beth Langford, will graduates from MEGS and will start Welding school in the fall. (Left)



Emilia Cenicerios, daughter of John Olivo, is graduating #3 in her class and will be attending Cornell University in New York in the Fall. (Right)

Follow us on social media!

Cassity Jones Building Materials

@cassityjonesbuildingmaterials

www.linkedin.com/company/jones-legacy-ventures

CAB Interior Design-Austin Texas

Greetings Everyone!

The 1st quarter at Cab Interior Design was another busy one! We finally completed the Texas State Capitol Project that we had been working on for over 2 years. This project brought many challenges to our shop with many long work weeks. It has all paid off, as we now have another happy customer with a great product that they can enjoy for many years. Maybe we will get to do the next modernization in 30 years!

We have been working hard trying to gain new customers and get our name out in the bid market once again. In the first quarter we were able to win jobs with two new customers that we had never worked with before. It has been a slow go with landing new jobs, but we are starting to gain some traction heading into the spring and summer months. One thing I have learned with the elevator business is nothing happens very fast, as we are one of the last trades into the building at the end of a project.

We celebrated a few birthdays over the last few months: Tan Le (Jan.) and Daniel Torrez (Feb.) both had birthdays, as well as Matt’s two sons, Ryder and Ranger. Happy Birthday!

Finally, I would like to thank everyone at CID and JLV for the continued support. This has been a big transition for me and the company, and I look forward to seeing the continued progress we make.

Dillon Spreen



Feature Winner in Crandall, TX
(March 5th)



Tan Le finishes 2nd in the
NCAA Bracket Challenge!



Matt and his two sons, Ryder
and Ranger



SOHO House (Austin, TX)
New Build & Install that
fits the description of “Keep
Austin Weird”



Let Us Hear Your Voice!!

Your opportunity is coming team! **May 25-June 7**, our first ever employee engagement survey will be taking place. Everyone will receive an email with a link to take the survey. The survey will only take you about 5 minutes and can be done via computer or cell phone. Everything is anonymous ... meaning you can speak up without fear of anyone knowing. It is so crucial for us to get feedback about positive and negative things. Please take this opportunity and let your voice be heard. Like the saying goes, “You can’t fix it if you don’t know it is broke!”

Getting to Know Ryan Klasse

Title & role: Contractor Support – Warehouse

Brief work history: 30 years in the oilfield. Last 12 years as a site manager and 17 years in precision drilling

My family: Married to my beautiful wife Lauren for 11 years. We have 4 children, Rylee (13), Skylure (12), Matthew (10) and Jaxson (8).

Hobbies: Baseball with my boys, fishing, riding jet skis and ATVs

Resting with
Dad



Favorite snack: Swiss Rolls

Favorite drink: Coke

What one person would you have lunch with living or dead and why?: George S Patton because I think he is one of the greatest generals and would love to hear him describe his strategies for winning the war.

If you could take a trip anywhere in the world, where would you go?: New Zealand because it is so beautiful. They have huge mountain ranges and tropical forest all on one island.

One or two significant events in my life: The day each of my children were born and the day I married my wife.

An interesting bit of trivia about me?: I backpacked through Thailand for 6 months and loved every minute of it.

Favorite Quote: George S. Patton, “Never tell people how to do things. Tell them what to do and they will surprise you with their ingenuity”.



My wife and I



Baseball with the boys



Laketime
with the kids
(Right)



Family Cat



We had a visitor in our pool



My wife Lauren



Kids at Christmas

TYLER

Greetings and salutations Cassity Jones family! We have had a whirlwind of a first quarter; appalling lumber prices, outstanding sales numbers and do not even get me started on the window back orders! Customer relations have become the driving factor in our day-to-day operations. Our ability to thrive in this volatile market and overcome unforeseen setbacks is what sets Cassity Jones apart from our competitors. The pride we take in our work and effort we put forth to make our builders feel appreciated is a testament to the Cassity Jones Legacy.

Account Managers participated in the annual TABA skeet shoot in March. The course was extremely difficult this year, leaving our shooters a little blue in the face. Our store had the privilege of winning Safety location of the year. Greg Hawkins is our resident safety coordinator. Greg performs above and beyond in his duties to make sure we are all “leading the way, Safety today!” Each employee was recognized for their excellent efforts in executing safe working practices, but Greg had the honor of delivering Glen Parnell his “just desserts” at our award luncheon.

The 27th Annual golf tournament was a HUGE triumph this year. As usual we were blessed with great weather and amazing fellowship. All the participants raved about the superlative planning of the event. Jerry Jones, Natalie Gandy and Blake Martin place a great deal of effort every year into planning this event; please be sure the thank them for their time and effort. On Wednesday, our outstanding vendors played a round in the afternoon and then showed up bright and early Thursday to mingle with our builders. If you get a chance to speak with any the vendors, please thank them for their participation.

We have added several new faces to our team the last couple months. Shelley Hammons joined us from Harry’s Building Material to be a “Jane of all trades”. She helps Raymond with deliveries, Greg with operations and she is a beast when it comes to quoting lumber bids. Earnest King rejoined the family to drive for our millwork department. Jonathan Ballard, Brandon Dixon, Jessy Handy and Kaleb Kirk are helping keep our lumber yard running smoothly during these hectic times. Darwin Spencer was added to the team to help deliver the many lumber orders we send out daily. Kevin Camargo is the newest addition to our millwork team. Keith Lee has been with the company for over three years and has been given the daunting task of running our millwork department. Millwork is a challenging job, especially with the obstacles we are facing with window deliveries, and Keith has stepped up to the plate in a BIG way. Colton Vance has been promoted to Yard Foreman. Colton has been with the company for over three years and has proven himself as a hardworking, bright young man. We are all very grateful for the team Colby has assembled. The sky is the limit here in Tyler!

The Tyler store has had to change the way we do business since COVID-19, but without deviation from the norm, there can be no progress. I hope everyone is allowing themselves to be proud about the positive changes we have been able to make thus far. Particularly the progress that no one else can see. Recently I have been inspired by a quote from Theodore Roosevelt, taken from “The Man in the Arena” speech: “It is not the critic who counts; not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and blood; who strives valiantly; who errs, who comes short again and again, because there is no effort without error and shortcoming; but who does actually strive to do the deeds; who knows great enthusiasms, the great devotions; who spends himself in a worthy cause; who at the best knows in the end the triumph of high achievement, and who at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who neither know victory nor defeat.”

As servants of our community, we do not always feel appreciated for the work we do. Our efforts can go unnoticed by some and congratulated by others. We all must remember that what we are doing is an act of service. We are serving our communities and our families every day, whether it is donating supplies to those in need, helping build a home for a family or putting food on our own table. The challenges we have faced in the last year and continue to face will come to pass; this is all part of a greater plan. Jones Legacy Ventures continues to be the greatest ally for its employees and the communities it serves.

Best wishes and warmest regards,

Shelby Stubblefield



Safety Manager getting pied in the face by Greg Hawkins



Jonathan Ballard, Kevin Camargo, Terrance Turner, Shelly Hammons, Darwin Spencer, Brandon Dixon, Kaleb Kirk (Not Pictured- Ernest King, Jessy Handy)



Greg Hawkins receiving Safety Location of the Year Award



Colby Chandler accepting Saftey Store of the year from Glen Parnell



Shelby Stubblefield snowmobiling in Steamboat, CO (Left)



Carne Asada lunch(Above)



TABA skeetshoot



We have had so much rain



Shelby Stubblefield and Gerald from Blue Links (Left)



Thanks for 5 years, Delfino Gaona (Right)

MARSHALL

Greetings from the Marshall Store. The historic snowstorm in February slowed things down, but when the snow melted, we were up and rolling. We are expecting the next few months to be busy.

Brad Basinger participated in a Wounded Warrior Fishing Tournament in Toledo Bend. The annual fishing trip pairs a boat Captain with a Veteran. The Captain supplies the boat and fishing equipment. Brad and Jason spent Monday and Tuesday fishing and getting to know one another. Brad is already planning next year’s trip. What a wonderful event to be a part of. Thank you to all our Military, past and present for their service.

Beth Langford welcomed her 3rd grandbaby and 1st girl to the family in March. Miss Indy Bloom. Robert Moore (Bobby) is driving around in his new 2021 Dodge Ram truck. Glen Oney took a fishing trip to Galveston, TX with his sons: they were celebrating William’s upcoming wedding.

Chad Gaddy



Beth Langford’s newest grandbaby, Indy Bloom



Bobby & Justin loading up rebar



Bob’s new ride

Henderson Door Mill

The first quarter of 2021 has had its challenges for the Door Shop. As most of you are aware Jennifer left to pursue another opportunity. We wished her all the best. She gave us 10 years of excellent work and friendship.

**WE ARE PLEASED TO ANNOUNCE THAT
AFTER A SHORT HIATUS, JENNIFER HAS RETURNED! 😊**

Otis stepped up to help fill this void. Thank You Otis!!! As with the lumber market, the millwork market continues to move up. We are working to control costs to continue to be an asset for all of the Cassity Jones yards. We appreciate your business. We look forward to seeing what the future brings. Stay safe and have fun!!!!

Mike Freeman

Winn Tile

Everyone at Winn Tile is very busy with many new projects starting up. We are staging materials all around East Texas and our warehouse is filling up. With numerous shortages projected in the coming months for adhesives & other products from around the globe due to the snowstorm and shipping container wars, we are striving to procure everything we need to avoid delays on our upcoming projects. Currently, we are working on a Habitat for Humanity project in Tyler and donating labor to give back to our community. Also, we were awarded the contract on the new Rose Center project, which will be a very visible building to showcase our capabilities. Mainstreet projects are also on the rise. This will prove to be another busy summer working for the many schools and colleges that we have long term relationships with as we work through all the delays and shutdowns of the last year. The outlook is good for us as schools and other buildings in our market are opening back up and upgrades are in order.

Winn Tile is positioned to have a very good year--we are all striving to grow and looking for new opportunities to expand our market. Each of us grasps the importance of the Jones legacy and understand our part in carrying it into the future...

Thomas Pritchard



Daniel , Ashley, Kamryn & Colten enjoying the snow



Ryan Magrill, Alisha Craig’s son, competing in his powerlifting competition. He got 3rd Place!!



Installer Micah doing floors for an employee



Alisha’s car stuck in the snow



Tyler Hunt’s Buckman Snowman

BOSSIER CITY

Hello once again from way out in right field! The first quarter of the 2021 season has been an exciting ride here in Bossier City. We have added a few new faces to our roster here that we hope will help us field a solid team this year.

Shannon Todd was our first new addition to the team from January. Shannon is a rookie in the industry but had an extensive career in purchasing at Halliburton. She has come on strong and really filled a role here at CJ Bossier in assisting and ordering windows and doors with our outside salesmen. She is a quick learner and has really taken to all the different vendor systems and Agility. She has given the office a solid backstop when it comes to processing windows and doors.

Chris Netherton joined the outside sales team in January as a rookie as well. He came to us from the video gaming industry here locally. He has really enjoying his transition from carrying money around in his truck to carrying lumber, that is until lumber became more valuable than the U.S. Dollar. Chris has been excellent in grasping the technical side of what we do and is always ready and willing to assist anyone on our team here. He has a long and bright future in this industry here with us!

James Gallman is the last rookie that joined the team here in the first quarter of this season. He worked in logistics for Halliburton and SAIA freight prior to Cassity Jones and joins us here as the new Logistics Manager. James is a go-getter and has really taken to our Fleetio System in cleaning up and maintaining our equipment as needed. He is learning and adapting to the LBM industry well in his transition and we look for him to be a solid player in our operation moving forward.

Now that we have the rookies finished, it is on the veteran additions we made to the roster. Jerry Strickland is an Allen Millwork/CJ veteran that is returning to our team here in Bossier. Jerry has come back to us with a great attitude to work and a willingness to assist and make things happen when we need it. He also has an extensive driving background and takes great care of all the equipment that he is given. Jerry has been a major help in getting us through this busy time of the year and is bringing a willing attitude to the office every morning.

John Easterling came to us as a driver that used to run local Home Depot loads in the area. I had been actively recruiting John for a while prior to him deciding to join the team. John knows the area, works hard for us, and knows how to handle himself and his equipment out on the jobsite playing field. We were very excited to add another driver to our list of experienced drivers.

We are loving the fast pace and business so far this year and we cannot wait to see what the rest of this year has in store for us!

Justin Bigham



Delivery is on the way

Employee Appreciation Breakfast



Tee double checking before he heads out



Peyton Franks fielding calls

Annual Golf Tournament



John speaking at the vendor dinner



Chad & Brad making the rounds



Colby Chandler with Neches



(Above) Joel Allegretto, Nick Allegreto, Abraham Bragg, Jeff Belier & Jack Schoth
(Right) Natalie and Country singer, Neil McCoy



Jason Allison, John McKinney, Josh Thompson, Drew McDonald & Curtis Clader

Natalie's Notes



Greetings guys and gals! We have had a very busy first quarter with activities within JLV and out in the community, which keeps me running. I love every minute of it though. XOXO Hopefully, everyone enjoyed our Health & Fitness contest with some new ways to gain points this year. It is always a fun competition between locations with a great result of healthier and happier teammates. March Madness came and left quickly but gave us a few weeks of solid basketball! Go Baylor! I tried to show each of you some love during Employee Appreciation Week. JLV is blessed with such amazing people at all our locations. You had better be using your new lunch bags!! I was so excited to get to be a part of Brian Oney's Annual Hunter Oney Scholarship Crawfish Boil this year. I was blown away with the number of people that come out to support Brian at this event. It is a great tribute to the kind of guy Brian is and his love for his son. We were glad to be able to have our golf tournament again this year--Covid shut us down last year. This is our big Jones Legacy Ventures event we have each year to celebrate our vendors and builders that keep us all at work! The vendors keep product in our hands to supply our builders that keep us in business. Such a great business to be a part of ... helping build homes! The New Employee Luncheon at the corporate office is always fun. We truly want to take the time to meet each of our new employees and share the values that keep this company running. Thanks for taking the time to drive over to the corporate office and meet the Corporate Team.

As always, if you need anything, please let me know.



Natalie Gandy

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Pine Tree Elementary Class Community Project



Here are some of the organizations we currently support!

ONE LOVE LONGVIEW~Windridge~CASA~Compassionate Hearts Alliance
Newgate Mission~Hiway 80 Mission~Asbury House~Kilgore ISD~Pine Tree ISD
Union Grove ISD~Longview Animal Care & Adoption~Heartisans

REMINDER: If you have any organizations or events that you would like us as a company to get involved with, please reach out to me and let me know! We would love to do some things along-side-you and support what is important to YOU!

ETBA Washer Social (Right)



Spoiling our ladies with Valentine Flowers (Right)



Bossier Guys with their lunch bags for Employee Appreciation Day



Snow Day with my pups



Employee Appreciation



New Employee Luncheon

HENDERSON

Q-1 2021 has been as we expected... It has been challenging yet fruitful. Sales have increased for sure, but the main thing we have accomplished in this up & down market is an increase in volume. George & Leah have landed 2 new builders & 2 more roofers on top of our normal volume. With material shortages, they have been able to make it work by adjusting the business to fulfill the builder needs. I am sure these additions and a few more will get us across the finish-line in Q-4. Way to go Team! The company is proud of you!

Leah Salazar has become very versatile & successful in our operation. Her product knowledge is now to a point where she can operate point-of-sale smoothly & efficiently. Her controller skills have been sharpened by hard work along with help from George Childers, Sally Stainback & Beth Langford. Their dedication & her work ethic have been the key to her success. Thank y'all for making her feel part of the family. All that learning can be taxing on your mind, so Leah and Max found a spring escape on a nice day at the Tyler zoo.

Youth sports are a big outlet for most kids & parents. Marcus & Shanondra Lewis have a couple of little athletes coming up the ranks. Lot of hoops & homeruns for sure. They love watching their girls play! Remember... "Winning is a habit...unfortunately so is losing." Just go out & win girls! It is a lot easier. Marcus has also ventured into ownership of a trucking company. His company contract hauls anything you can put on them. Good for you Marcus!

George Childers just had an outing to Washington D.C. to visit his sister whom he has not seen in a very long time since everything went crazy in 2020. We are glad they were able to reunite. He and his family found another spring outing by participating in the Resurrection 5k run in Henderson. We proudly sponsor the event every year. It definitely strengthens our Henderson community bond. Thanks also to Natalie Gandy for helping coordinate the event.

The Bean, Smith, and Wingo families just had their 1st annual Easter softball game with all the kids. Old vs. Young is what the kid's called it. I hate to brag, but all of us "old people" put a hurting on the youngsters, 16-9. I am still sore from that game, but it was a sweet victory!!! My eldest girls decided to get their first tattoos in Gulf Shores.😞. Kenzie has been playing a lot of HS ball for White Oak. GO LADYNECKS! My youngest daughter Raelyn had a good ole fashioned fun weekend shooting with Kelli & me, and after, went to the Longview rodeo. How Texas is that??? She is also gearing up for a select ball stretch through the spring and summer. Robert & Victoria Holder's grandson, Ethan, just graduated Pre-K and headed to the big K-12 dance! Good luck Ethan. Robert & Victoria also just found out they are expecting grandchild #6. Congratulations to you and your family! Robert's getting ready for a vacation in Arkansas this spring. His vacation is well deserved.

Zach Graham continues to recover from surgery but is progressing and due back soon. Zach is very important to our team. Not having him in the lineup has been difficult but I am pleased to see the team rallied around him. We all miss him up here and are ready for his return. I want to give a special thanks to Rudy Galvan for stepping in and helping when we were short staffed. He has been working in Longview and Henderson and balancing his family. His daughter has started her first year of soccer! Such a fun time Rudy, enjoy it!

Jeff Bean



Good Sports



Leah & Max



Gearing up!



Kenzie's Ready



Shooting with Pop



Team Team Team

Le'Lanna Elise Galvan's first soccer practice, Rudy's daughter (right)



George & Ang 5-k



Easter SB Game (Below)



Kid's 1st tatoos



Ethan Pre-K Graduation



Marcus putting in work (Left)

Winner, Winner, Chicken Dinner



Abraham Bragg winning the Pinnacle Sales Award presented to him by Dennis Casey



High Five Award Winners L-R Chad Gaddy (Marshall), Bobby Davis (Longview) & Colby Chandler (Tyler)



Scott Johnson winning the Foundation Sales Award presented to him by Cason Shrode (Left)



Jason Allison winning the Victory Sales Award presented to him by John Jones



Brad Basinger, Overall Weight Loss % Winner (Right)



Tan Le of CAB, 2nd Place March Madness (Left)

Cason, 2nd Place March Madness (Right)



Kandyce Reed won our March Madness Contest and our Health & Fitness Contest #goals (Left)



Shelby Stubblefield winning the Summit Sales Award presented to her by Patrick Meshell



Dixie Ply Vendor of the Year Award



Scott Johnston, won 2nd Place in our Health & Fitness Contest



Brian Oney winning the Legacy Sales Award presented to him by Colby Chandler (Left)

TERRELL

What a start to the 2021?! Through all the craziness and uncertainty, the entire team in Terrell continues to thrive and has done an exceptional job. I am beyond proud of this team and all their hard work and efforts through the 1st quarter. Terrell is on pace to have a record year, none of which would be possible without each and every member of our team going the extra mile to do what is necessary for our customers.

A lot has happened in Terrell since December and things are going extremely well. We have added some new faces to our operation, and we are glad to have them on board. In the yard, Ryan Klassen, Cody Carsner, and Brian Devore joined the team and are already performing the job as though they have been here for years. Andrew Brucker also joined the team and is doing a great job assisting in our door, window, and millwork deliveries. Finally, Scott Austin and Steve Hudson joined our Sales Team and are in the process of training alongside our talented sales reps and growing a strong book of business.

Our employees that have been with us the longest continue to do ‘top-notch’ work and bring a level of excitement with them to work each day that is unmatched. All of our delivery drivers and guys in the yard continue to do exceptional work in pulling material, delivering to our customers in a timely manner, and making key decisions that allow for a successful operation. Justin Sharp continues to do an exceptional job handling all our deliveries and dispatch duties along with taking on more responsibilities in the Terrell operation. Amanda Attaway has not missed a beat in the A/R, A/P department and is the reason why Terrell is consistently at the top of the leaderboard.

Nicci, Kandyce and Jacob are also doing extremely well in fielding phone calls, responding to customers’ needs, and helping schedule deliveries. Lastly, our sales team is firing on all cylinders and have done a great job in these unprecedented times.

Winning has become a part of the culture in Terrell and I would like to highlight a few recent wins. Kandyce Reed recently won both the Fitness Challenge and the March Madness bracket. Scott Johnston was close behind in the Fitness Challenge and took the 2nd place spot in the company. Last but not least, Nicci Waterhouse won the ‘Near Miss Contest’ for Cassity Jones. Outstanding job to everyone listed above!

We are looking forward to a strong second quarter in 2021 as we continue to expand our operation and our customer base. Thank you to everyone involved... WE could not do it without you!

Tom Houser

Brad & Tom at the Wounded War Heroes Fishing Tournament on Toledo Bend



Andrew and Christian loading up for a door delivery



Scott Austin, Jacob Taylor, and Kandyce staying busy on the phones



Gilberto Valdes getting a delivery ready (Right)



Dylan Fisher helping in the yard



Zak Hurst



Steven Wiley staging a load for delivery

LONGVIEW

I would first of all like to thank Gena for all her help on the newsletter. It is hard for me to remember what happened yesterday, much less 4 months ago.

This has been a very busy 4 months in a lot of ways. We have a new man in the White House. We have had record breaking temperature and snowfall in the month of February that left our doors closed for a week, first time ever in my career. We have had many employees test positive for Covid and they have recovered. Despite this and many other happenings, it has been a heck of a start for 2021, with record breaking sales. I would like to personally thank all the employees at the Longview store for stepping up and make things happen.

A lot of big events have happened this year so far. Joan Bale has retired after 19 years of employment. Joan was our jack of all trades and could literally do everyone’s job, including driving a forklift. She will be greatly missed and we hope she has a wonderful retirement. She deserves it. Thanks Joan, we love you! The next event was Tracy Ross’s Anniversary lunch. Tracy has been with the company for 15 years working in the yard. Tracy, thanks for all you do. Brian Oney had his son’s annual Hunter Oney Crawfish boil for the 18th year in a row. As I said last year, this is a great event. They are able to hand out several college scholarships to deserving East Texas students. We are very proud to see Brian and all his friends make this event happen. 900 lbs. of crawfish and 200 lbs. of shrimp, brisket and sausage were served. Another great event is happening in October; Rudy and Kristinia are having a Baby Girl Galvan. Congratulations to the both of you.

We have added 4 new employees: Sarah McIntosh in contractor support, Miguel Hernandez in the yard, Robert Eubanks, class A CDL driver and Kim Young in window and door sales. FYI, Sarah is getting married to Jacob Perritt on 10-23-21. Congratulations!

Anniversaries with Cassity Jones

Shane Allen 1 year
Gena Keith 1 year
Ryne Powell 2 years
Tracy Ross 15 years
Brian Oney 19 years

After losing 2 dogs in one weekend, Pierce Coplin has a new lab/bulldog, Roxy. We would also like to send prayers to Gena and Erick Keith for the loss of her father-in-law, Mr. Keith, and to Ethan Swain for the loss of his grandmother.

Congratulations to Ryne Powell for winning the long drive at our company golf tournament.

Bobby Davis



Bobby presenting Joan with her gift at her retirement party



Peirce’s new addition, Roxy girl



Jacob Perritt & Sarah McIntosh are engaged, Wedding will be October 23, 2021



Tracy celerating 15 years with CJ, we appreciate you so much



Brian Oney’s annual Hunter Oney Cawfish Boil



Thank you for 19 years, Joan Bale



Congrats to Rudy Galvan. He has a new baby girl on the way! (Left)

ALLEN COMMERCIAL

Greetings from Allen Commercial here in Bossier City.

The first quarter of 2021 has been one for the books. With Covid still lingering around and the snowpocalypse in February, our staff continued to push forward. We continue to work on current projects as well as add additional ones. We are aggressively pursuing new customers and relationships to strengthen our backlog and to make sure we are successful to finish 2021. We are very optimistic for the 2nd half of 2021 and the success that will follow.

We had a fun and exciting quarter at Allen Commercial. First off, a big shout out to Mike Malhiet for finishing 3rd in the Fitness Challenge – Way to go Mike! Corry Wafer and Katee Harris battled it out in our March Madness bracket challenge. Corry was able to ride Baylor’s Championship run and win the challenge at Allen Commercial. We look forward to the next quarter and the success we will share.

I would like to thank everyone here at Allen Commercial for going above and beyond in doing their part. Each team member is vital to the customer service that we provide and the future success of Allen Commercial.



Two years ago, I shared a YouTube video of a commencement speech at the University of Texas given by Naval Admiral William H. McRaven, the ninth commander of US Special Operations Command, titled “Make Your Bed.” At first, it seems odd that some high-ranking military guy would be telling a bunch of college graduates the most important thing they can do now that they are adults is to make their bed. Isn’t that a much more fitting message for a 7-year-old? However, Adm McRaven puts it into perfect perspective:

“Every morning in basic SEAL training, my instructors, who at the time were all Vietnam veterans, would show up in my barracks room and the first thing they would inspect was your bed. If you did it right, the corners would be square, the covers pulled tight, the pillow centered just under the headboard and the extra blanket folded neatly at the foot of the rack — that’s Navy talk for bed.

It was a simple task — mundane at best. But every morning we were required to make our bed to perfection. It seemed a little ridiculous at the time, particularly in light of the fact that we were aspiring to be real warriors, tough battle-hardened SEALs. But the wisdom of this simple act has been proven to me many times over.

If you make your bed every morning, you will have accomplished the first task of the day. It will give you a small sense of pride and it will encourage you to do another task and another and another. And by the end of the day, that one task completed will have turned into many tasks completed. Making your bed will also reinforce the fact that little things in life matter. If you can’t do the little things right, you will never do the big things right.

And, if by chance you have a miserable day, you will come home to a bed that is made — that you made — and a made bed gives you encouragement that tomorrow will be better.

If you want to change the world, start off by making your bed.”

From a business standpoint, the last 12 months have been very exciting for us. We were given an “essential business” classification from the state which allowed us to keep working throughout the pandemic shutdowns, the state of Texas is seeing unprecedented population growth, interest rates have remained at record lows, and both construction demand and pricing for materials are at 40–50-year highs. Yet every time I want to just sit back and enjoy our current successes and the market conditions we are in, the more and more I keep thinking about Adm McRaven’s speech.

Success means nothing if it is short term. Anyone can get lucky and experience success for a season. Long term success is much more difficult. That kind of success is a function of the discipline you practice. That is what our company has focused on for 70+ years. We are not one of these tech companies that started 4 or 5 years ago and then sells for billions of dollars and everyone gets rich. That would be nice, but that is not our business. 😊 No, we are a company that every day, whether in good times or bad, takes a consistent approach, works hard, and completes the necessary tasks that make us successful. The same tasks we have completed for 70+ years, as mundane as they may seem. Essentially, we “make our bed” every single day. That is what our business is. That is who our people are. So, enjoy these times we are in, celebrate the successes, but wake up tomorrow and make your bed! 😊

Cason Shrode



Rayco and J.C celebrated their 15 years with Allen.



Katee's kids enjoying their week off from school to play in the snow. (Above)



Employee Appreciation with Chick- Fil - A breakfast and very nice coolers



Doors we provided for The Glen. (Left)

Spring Birthdays

Tim Moore 5/3
James Gallman 5/4
Margarito Sandoval 5/8
Michael Alvis 5/11
Wayne Potter 5/12
Tee Taylor 5/17
Trae Jackson 5/23
Matt Raesz 5/24
Kandyce Reed 5/25
Gilberto Valdes 5/26
Omar Perez 5/27
Dillon Spreen 5/29
Juan Olivo III 5/30
Peirce Coplin 5/30
Justin Cowden 6/6
Marcus Lewis 6/6
Jacob Merritt 6/7
Abraham Bragg 6/9
Zachary Graham 6/10
Peyton Franks 6/14
Otis Debose Jr. 6/15
Brian Tarbutton 6/18
Daniel Hawkins 6/27

James Wafer 7/3
Fabian Garcia 7/4
Chase Hilliard 7/19
Cason Shrode 7/22
Cassidy Merrill 7/24
Mike Freeman 7/24
Glen Oney Jr. 7/28
Shawn Strobel 7/30
Brian Devore 8/2
Raymond Collins 8/2
Francisco Hernandez 8/3
Israel Barrientos 8/3
Leah Salazar 8/3
Tom Houser 8/4
Kyle Cloinger 8/14
Ed Jones 8/21
Shane Allen 8/25
Thomas Pritchard 8/25
Sally Stainback 8/27
Justin Sharp 8/29
Tyler Hunt 8/30
Bobby Davis 8/31
Kyle Lambright 8/31

Safety First

Tim Moore, General Counsel

“Safety First”. These words are not just lip service in our company but have real meaning. Even though our company maintains an excellent safety record, this is not due to luck: it comes from the result of the company’s focused safety program and from the efforts of all employees. Safety is an important part of our company culture. The goal of our company every single day is for all employees to make it home from work uninjured. No exceptions. It’s an achievable goal if everyone works together to accomplish it.

Most work injury accidents happen because of small acts of carelessness. With as busy as our locations have been lately, safety can be one of those things that is forgotten or ignored. I can carry this by myself; I can clean that up later; I don’t need or have time to move this out of the way; I don’t need to buckle up for such a short time,.. These are just some of the ways that we can think when we are not putting safety first. Don’t let this be the case with you or any of your co-workers. There simply is nothing more important. Nobody wants to see an accident that could have been easily avoided, whether at the store location, on the road, or at a jobsite. If you can keep this in mind when you are on the job, and act on it when needed, you will be doing your part to keep everyone safe.

Every employee is empowered to take care of safety concerns that they come across. If for some reason you are not able or don’t feel comfortable taking care of a safety concern, immediately find an employee or supervisor that can. Never delay acting on a safety concern. We also encourage safety alerts or ideas from all employees. Our “Near Miss” program is part of this encouragement. If you don’t know about this program, ask your supervisor or your location safety coordinator. Each employee has a different prospective from what they see around them and is uniquely qualified to notice a safety issue that someone else may not have noticed. Your safety alert or idea may help avoid that next work accident.

Stay Safe!

JLV

JONES LEGACY VENTURES



*Chef Bobby D AKA OG
cooking for his team (Left)*



*Colby showing us how to not
drop the ball at work*



*Jack Hensley discussing current
lumber prices*



*Justin doing the One
Chip Challenge*



John Jones has a new ride for retirement



Adding on to Tyler Yard



Katee's St. Patrick Day babies



Christian & Jacob getting it done



Current project



Natalie's puppy, Aspen, staying warm



*Natalie chopping wood
during the snowstorm*



*Leadership Development Program Graduates
L-R Daniel Hudson, Tom Houser,
Brad Basinger, Abraham Bragg*