

To: All B&L Customers

4/25/10

PRICING CHANGES

Residential Roofing – The shingle price increase we first warned of in my 12/25/09 letter has held. This took effect in February and, because of the way shingles are purchased by distribution, the announced 6-7% increase actually has turned out to be in the 10-13% range. In my last letter I stated that we would be going up 6-7% on April 15th instead of April 1st. We didn't, ending up postponing the April 15th date and will now **implement the increase on May 3, 2010**. Several of the national distribution chains have announced May increases in the \$15-20 /sq range and the situation has become very confusing to say the least.

While we all were very surprised at the February increase, we are even more amazed at the fact that two of the major manufacturers have **announced another increase for mid-May!** I didn't try to justify the February one and will not waste energy trying to explain this one. I learned several days ago that all the other manufacturers are going to follow the lead and I believe it is possible that we could be looking at \$100/sq 30 year laminates this summer. To heighten the problem, most of the roofing plants are on a 3-4 week lead time due to increased demand on the East coast where the winter was very harsh with big snowfalls and major wind storms.

We will do the best we can to keep you as informed as possible but, for planning purposes, look for 30 yr laminate pricing in the mid to high \$80- low \$90's for May/June and in the mid to high \$90's (possible \$100) July/August. This market is so bizarre that no one really knows what will happen but these numbers represent the reality as of this writing.

Vinyl Siding – The industry wide vinyl increase I announced last month will be implemented on May 15th in the 6-8% range as previously noted in that newsletter.

NEW WEBSITE

We have just completed a total revamp of our website to make it more informative to our customers. Check it out at www.blwholesale.com.

We are posting information on the above pricing changes as well as facts on the new certification regulations for window replacement and what now needs to be done when residing a home with painted siding coated with lead paint.

It also details the many varied services we offer such as blueprint take-off and satellite roof estimating.

B&L CHARITY GOLF TOURNAMENTS

The dates are set for our Charity Golf Tournaments in each branch.

Rochester - Wednesday June 23, 2010

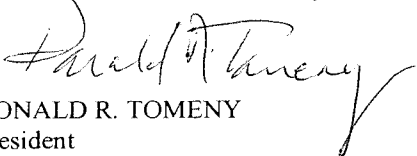
Buffalo - Thursday August 26, 2010

Erie - Thursday July 29, 2010

Jamestown - Thursday August 5, 2010

Invitations will be in the mail soon. Have some fun, help some kids. Hope you can join us.

Very truly yours,
B&L WHOLESALE SUPPLY, INC.



DONALD R. TOMENY
President

Headquarters / Rochester Branch
70 HARTFORD STREET
ROCHESTER, NEW YORK 14605
(585) 546-6616

Buffalo Branch
1 BUD MIL DRIVE
BUFFALO, NEW YORK 14206
(716) 853-2600

Erie Branch
4623 PACIFIC AVENUE
ERIE, PENNSYLVANIA 16506
(814) 833-9805

Jamestown Branch
2887 STRUNK ROAD
JAMESTOWN, NEW YORK 14701
(716) 484-0158