

To: All B&L Customers
From: Don Tomeny

June 25, 2011

NEW OSHA REQUIREMENTS - The new regulations set to go into effect July 16, 2011 have been postponed until September 15, 2011. If an inspector stops at your job and you are in compliance with the 1999 regulations, but not the new ones, you will be "cited" for non-compliance with the new ones but not fined. You must then comply with the new regs at that time or risk being fined if they inspect another of your jobs and you are not in compliance with the new rules.

We held a seminar in each of our branch cities about the new requirements with a representative from OSHA to explain them but many of our customers have asked for more assistance and information. We are able to recommend an individual who is qualified to come to your office/jobsite to advise you and your crews on what is minimally necessary to be in compliance with the new requirements and are in the process of sourcing video information that could be used to train your crews. More on this in the near future but, if you would like to set up a meeting with the trainer mentioned above, please call John Strong, our Safety Manager, and he will give you the name and number to call.

PLYGEM STONE VENEER - Plygem, the same company that owns Mastic Vinyl Siding and Plygem windows, got into the stone veneer business several years ago by purchasing United Stone out of Harrisburg, PA. They have all the popular styles and colors and we are now stocking 9 colors in Shadow Ledgestone, 3 colors in Cut Cobblestone and 2 colors of Fieldstone, as well as accessories in 2 neutral colors.

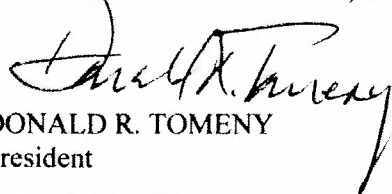
PLYGEM WINDOW 1 WEEK DELIVERY! - Now, if you order your Plygem windows by noon on Wednesday or noon on Friday, you will receive them on the following Wednesday or Friday.

RESIDENTIAL ROOFING PRICING - I have received more comments (most positive) on keeping everyone as up to date as possible with the roofing situation. I can report that the escalating pricing will continue as the tornadoes that swept through the middle of the country and New England had a great deal of hail damage associated with them. Most of our suppliers are either on allocation or are expecting to be soon and all of their lead times are extended. If the 12-15% increase announced for next week takes effect we will have experienced a 24-27% increase since January and we have only passed on about 6% which accounted for the March increase.

We will need to raise another 6% on July 11, 2011 on all shingles and related asphalt accessories to account for the May increase and, as for next week's increase, that will depend on inventory and availability but, if this plays out as it looks like now, we may have to raise another 12-15% sometime in mid-late August putting laminates over \$100 per sq.

VINYL SIDING - Per my May 25th letter, this will be raised 10-12% on July 15, 2011 to reflect the June 2nd increase to us.

Thank you for your business.
B&L WHOLESALE SUPPLY, INC.



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