

To: All B&L Customers  
From: Don Tomeny

January 25, 2012

This letter will update you on any expected changes in our industry in the upcoming months.

**RESIDENTIAL ROOFING** – The good news is that we have placed a record number of shingle truckloads to be delivered in the next few months that will give us price stability at least through June 1, 2012. We are gambling that the price of roofing will not go down as the cost of crude oil is above \$100 /barrel, the manufacturers are not building large inventories and the possible threat of Iran trying to block the flow of middle eastern oil shipments are all factors driving possible future increases. In fact, one major manufacturer has announced an increase for March but, whatever happens, B&L will be holding our current pricing at least through June 1, 2012.

**VINYL SIDING** – No changes announced as of this date.

**WINDOWS** – Plygem has announced a 5% general price increase on all of their window lines effective 3/16/12. We expect most window manufacturers (vinyl and wood) will follow their past history and increase their pricing in that same range and time frame.

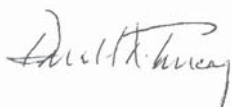
**NOTE:** Sean Cutri has been working with our Outside Sales forces in each of our branches to bring his past knowledge of the window industry to our customers in the new construction and remodeling markets.

**STONE VENEER** – Plygem Stone has developed a premium product, competitively priced line with unmatched natural appearance that has proven to be a big hit with a number of our largest builder customers. Plygem Stone is manufactured using liquid pigments instead of powder coatings which are far more colorfast and a higher PSI level which makes the product absorb less water than lower PSI veneers. It also has a 50 year warranty which is at the top in the industry. We are purchasing more land at our Rochester branch and **WILL BE STOCKING PLYGEM STONE IN ROCHESTER** sometime in March. We are currently stocking this in our Buffalo branch and using our transfer truck system to feed the other branches.

**ELECTRONIC INVOICES/CREDIT AND STATEMENTS** - Beginning this week you will see a new look and feel to our invoices, credits and statements. Along with this change we are now able to offer our customers more access to their accounts via the web. If you would like to receive your invoices, credits and statements by e-mail the day they are processed, review your account balance and/or make payments over the internet, contact your salesperson or Helen Magnant at [hmagnant@blwholesale.com](mailto:hmagnant@blwholesale.com).

Thank you for your business.

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



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