



To: All B&L Customers  
From: Don Tomeny

8/25/11

**ROOFING NEWS – Residential** - Crazy as this sounds, Owens Corning announced a 5-7% price increase effective September 5, 2011 and stated “rising raw materials costs” as the reason. The other manufacturers climbed on board and have announced similar increases but there is one small problem...oil has gone down. It is our opinion that this increase is just smoke that will not be implemented and **we have no current plans for any future roofing increases at this time.** The wildcard is, if Hurricane Irene hits New York, Long Island and the big cities of New England, there could be a great deal of roofing damage which would, obviously, spike demand and may cause a strain on supply and allow future increases.

**Commercial** – The single ply market has been even worse than the residential for price increases this year and will be subject to another 8% increase on EPDM and 5% on TPO/PVC and ISO roof insulation effective September 5, 2011.

**E-MAILED / FAXED INVOICES AND CREDITS** - We have received many comments and requests for faster/easier processing of our invoices and credits to our customers and we are now offering this service. Get your invoices and credits on the day they are processed. It is simple to set up and you can enroll with info off of our website at “blwholesale.com”. Just click on “Services” and then on “E-mail/Faxed Invoices” for the simple procedure to get enrolled.

**MAKE A PAYMENT BY CHECK OVER THE INTERNET** – This is another feature we added to our website. Just follow the above procedure and, after clicking on “Services”, click on “Make a Payment” and follow that procedure. Saves a stamp and the time to make out an envelope.

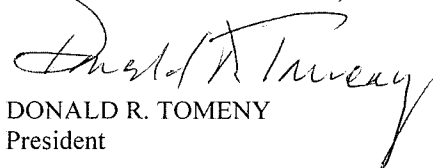
**OSHA FALL PROTECTION CHANGES FOR 9/16/11** – While on the subject of our website, we have the new regulations posted for your review along with the name and number of a person who will come to your office/jobsite to personally review what you need to know to comply with these new rules. There is, also, the name and number of our fall protection equipment supplier should you have any direct questions.

**SEAN CUTRI HAS JOINED B&L** – Sean Cutri was our Plygem/Mastic sales rep for the past 3 years and also had responsibility for Plygem Stone. He wanted a change in his career that would allow him a more direct contact with our customers and, with his prior years of experience in the window business and his positive relationships with all of our salespeople, we put together a position that has him working with our Outside Sales people in all of our branches. He will be helping them to promote our already very successful window/door/skylight business and our rapidly growing Stone Veneer business.

**PLYGEM STONE NOW IN STOCK** – In support of the above, we have now brought Plygem Stone into stock in the most popular styles and colors – with accessories – in our Buffalo and Erie warehouses. Since we transfer materials between our branches on a daily basis, this will provide quick service to all of our Stone customers. Rochester will be added next pending a warehouse expansion over the winter.

From everyone at B&L, THANK YOU FOR YOUR BUSINESS.

Very truly yours,  
B&L WHOLESALE SUPPLY, INC



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