



To: All B&L Customers
From: Don Tomeny

July 25, 2011

NEW OSHA REQUIREMENTS - The following is a reprint from my June 25th letter as there are probably still many of you who have not addressed this situation and the new effective date of September 15, 2011 is just 6 weeks away.

“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 regulations 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 have posted the latest regulations from OSHA and contacts for equipment information and on-site personal consulting on our website - blwholesale.com - so that you may access the information you need to comply. When on the site, click on “Contractor Center” and then “B&L and Industry News and Updates”. In addition, our Safety Manager, John Strong, is located in our Rochester Branch and has all the details on what will be required for fall protection. If you would like to discuss this with him personally he can be reached at 585-546-6596 ext:1206.

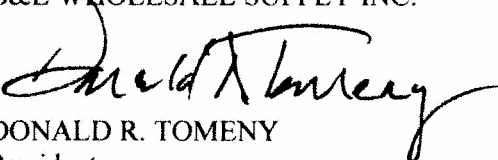
FALL PROTECTION EQUIPMENT DEMO – In August, we will be holding this demo event in each branch - **8/22 in Jamestown, 8/23 in Erie, 8/29 in Buffalo and 8/30 in Rochester.** A representative from Qual Craft will be on hand showing the different options available to comply with the new regulations.

RESIDENTIAL ROOFING PRICING – We have implemented two increases so far this year, one for the March increase to us and one for the May increase we received. We still have to account for the last manufacturer increase we received in June and this will be **implemented on Monday, August 15, 2011 in the 9% range or \$8-9 per sq.** Every distributor is in the same situation so expect that this will be a general increase in the entire market. I’m almost reluctant to mention this but there are no more announced manufacturer roofing increases as of this writing.

GAF CAMELOT II IN STOCK - We are stocking GAF’s new Camelot II shingle in all 5 colors in Rochester and Buffalo and can transfer to Erie and Jamestown next day. This has proven to be an excellent upgrade shingle as it looks totally different from a standard architectural shingle with its 8” exposure and slate appearance. It is also around the same price point as the old 50 year Timberline which makes it far less than GAF’s regular Camelot series.

Thank you for your business.
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