



Newstrack

From Your PAL Building Materials Department

FEBRUARY 3, 2010

PRICE INCREASES AND ANNOUNCEMENTS



GAF-ELK announced the following price increase effective with shipments on February 15, 2010:

- Royal Sovereign: \$3.00/sq
- Marquis Weathermax: \$4.02/sq
- Timberline Natural Shadow and Timberline Prestique 30 HD: \$4.50/sq
- Timberline Prestique 40 HD3: \$3.51/sq
- Timberline Prestique 40 HD4 and Timberline Prestique Lifetime HD: \$3.52/sq
- Slateline, Timberline Prestique Grande, and Timberline ArmorShield II: \$2.01/sq
- Capstone and Grand Sequoia: \$2.00/sq
- Camelot: \$2.10/sq
- Grand Slate, Country Mansion, and Grand Canyon: \$2.04/sq
- Weather Watch 1.5 Sq and TG-2: \$1.00/roll
- Weather Watch 2.0 Sq: \$1.50/roll
- StormGuard: \$2.00/roll
- UnderRoof 2: \$3.00/roll
- StormFlash: 3%/unit
- Cobra Exhaust Vent 20' (Mesh Roll): \$0.50/roll
- Cobra Exhaust Vent 50' (Mesh Roll): \$1.25/roll
- Cobra 4' Plastic Ridge Vents: \$1.00/box
- Cobra RidgeRunner: \$1.00/roll
- Other Cobra Products: 3%/unit
- Masterflow (Plastic/Power): 3%/unit
- Ridglass and Vented RidgeCrest: \$1.00/box
- Sequoia/Canyon Ridge Cap, Z Ridge, Seal-A-Ridge, and Timbertex: \$1.00/bdl
- Shingle-Mate, Mineral Guard, RainCap, and Deck-Armor: \$2.00/roll
- WeatherStop Starter Strip, Pro-Start, and WeatherBlocker Starter Strip: \$2.00/bdl
- 9" Starter Roll: \$1.50/roll
- Sequoia/Canyon Starter Strip: \$2.00/bdl



IKO announced a price increase effective with shipments on February 22, 2010 of approximately 5%-7% for residential and commercial roofing products and accessories.



ATLAS ROOFING announced a 5%-7% price increase effective with shipments on February 15, 2010 for all shingle and roll products.



MCELROY METAL announced the following price increase that will take effect for all orders placed after 12PM on February 4, 2010:

- Substructural Products – 4%
 - Bare Panels – 7%
 - Bare Trim – 5%
 - Painted Panels – 5%
 - Painted Trim – 3%
-

metal sales
manufacturing corporation



METAL SALES announced the following price increase for all orders shipped on or after February 22, 2010:

- Bare Products – 6%
- Painted Products – 5%
- Trim Products – 3%



AMERIMAX HOME PRODUCTS announced a 7% increase on all aluminum products effective with orders placed March 1, 2010 and after.



FABRAL announced the following price increase effective for all orders placed after 12PM on February 12, 2010:

- Painted Steel Panels – 6%
 - Plain Steel Panels – 7%
 - Trim – 3%
 - Soffit – 5%
-



ABC announced a 7% price increase on Panels & Trims effective for all orders that ship on or after February 22, 2010.



PACTIV announced the following price increase effective for all orders received on or after February 22, 2010:

- Insulation Board – 10%
- Housewrap – 10%
- Underlayments – 7%
- Accessories – 6%



CENTRAL STATES announced a price increase on panels, trim, and purlin, effective for all orders placed on or after February 15, 2010. Specific pricing will be available soon.



GP GYPSUM TRUCKING/DELIVERY POLICY

All shipments of GP Gypsum products have a 2 hour unloading period upon arrival of material. Retention charge after 2 hours is \$150 per hour.

- Stop off Charge – ToughRock, Dens Products and Joint Compound orders can be split between 2 locations that are within 50 miles of each other.
- Saturday Deliveries – There are some carriers that will make Saturday deliveries, please call to arrange. No additional charge. Subject to carrier availability.
- Jobsite Deliveries – Not all areas allow jobsite deliveries. Approval from the Field Sales Manager is required. If approved, deliveries are subject to the same unloading guidelines as stated above. No additional charge.
- Re-consigned Load – Product re-consigned from its original destination will be charged \$75 and is subject to additional freight charges.
- Return Material – Once product has been received it is generally not their policy to return material to the plant due to risk of damage from handling. If the product is determined to be in good condition and accepted for return to the plant, the charge is freight back to the plant plus 15% restocking charge.

One important factor to consider when arranging Saturday deliveries and jobsite deliveries are the retention charges; if a problem occurs where a truck cannot be unloaded and it has to sit overnight or the entire weekend retention charges will be applied after 2 hours of its scheduled delivery time.

Existing PAL Program
Call your trader for more details



The Red Wing Cabinet Company now brings you three distinct cabinetry products at three price points.

- **Red Wing Cabinetry** is a custom product with custom functions price and standardized for easy selling. Red Wing Cabinetry is an all ½” plywood cabinet with clear coat natural wood interiors, soft close hinges for doors and full extension soft close glides for drawers. All standard! Doors available in most species and overlays. 5-7 week lead time; may be sooner upon request.
- **Cannon River Cabinetry** is a semi-custom product with greater flexibility, pricing and features to appeal to the mid price purchaser. With Cannon River you will offer most any door offered in any overlay, in any available species, and any standard finish. ½” plywood finished ends as called out; ½” high grade recycled, CARB compliant wood tops, bottoms and backs. The case is dovetailed, glued and fastened to 1 ½” x ¾” solid wood frames. Interiors are an attractive, easy to clean grain neutral melamine. Dovetail drawers with ¾” extension under mount glides, upgrades available. Door Hinges are adjustable concealed installed standard, upgrades available. 5-7 week lead time; may be sooner upon request.
- **Bay Point Cabinets** is a great cabinet with great pricing that can be used anywhere. Color, door style and wood specie choices are not the driving force. These cabinets are very popular for multiunit, apartments, restoration of foreclosed properties, remodeling, entry level new homes, finished garages, and project work. ½” plywood with finished interiors standard or recycled wood case with melamine. 1 ½” x ¾” solid wood frames. Drawers are lap joint with epoxy side mounts glides. Hinges are adjustable and concealed. 5-7 week lead time, no exceptions. As this product meets sales goals in 2010, they will eventually stock it at the factory and offer a quick ship program.

SPECIALS



TASK TOOL SPECIAL

Now through February 26, or while supplies last, Task Tool is offering special pricing on many items. Some of the items included are Tape Measures, Fiberglass and Tack Hammers, Coping Saws and Replacement Blades, Mechanical Nail Puller, Taping Knives, Jigsaw Blade Set, Diamond Drill bits with water cooling system, Cobalt Drill Bit Sets, Super-Cut Carbide Saw Blades, EPCM Rubber Tarp Straps, and a 13 piece All-in-One Screwdriver. For more information contact your PAL General Building Products Trader.



HARDSCAPES by QUIKRETE

2010 Early Order Program

Take Delivery in January or February 2010 – 5% off plus June 10th Dating

Take Delivery in March 2010 – 3% off plus June 10th Dating

Take Delivery in April 2010 – June 10th Dating



December 1, 2009 through Feb 26, 2010

Place your order of Aluminum, Galvanized, Super Neo-Poly* and Copper and receive the following discounts:

- Level A - \$1,055 minimum orders receive 5% discount and normal terms.
- Level B - \$2,186 minimum orders receive 8.5% discount and net 60 day terms.
- Level C - \$3,430 minimum orders receive 12.5% discount with net 90 day terms.

Discounts are applied to the subtotal, not the unit price.

*Super Neo-Poly orders qualify only for Level A.

All Lead, Repair Collars and Masterflash can be shipped with any order, but are excluded from the Winter Special.