



Newstrack

From Your PAL Building Materials Department

MARCH 3, 2010

-GYPSUM-



CERTAINTEED GYPSUM announced a price increase of 20% on all ProRoc and GlasRoc gypsum board products effective with shipments on and after March 15, 2010.



GEORGIA PACIFIC GYPSUM announced a price increase of 20% on all ToughRock brand gypsum wallboard products effective with shipments on and after March 19, 2010.



NATIONAL GYPSUM announced the following price increases:

- 20% on the entire product line of gypsum wallboard effective March 15, 2010.
- 5% on all Plaster Product including retarder, accelerator, and Kal Mesh Tape effective March 29, 2010.
- 5% on all Interior Finishing Products including all Ready Mix Joint Compounds, Proform Brand Joint Tape, and Proform Brand Setting Compounds and Spray Textures.



NATIONAL GYPSUM

Now available through National Gypsum is their new ProForm brand Quick Set and Quick Set Lite products. These products will replace Sta-Smooth and Sta-Smooth Lite products. Quick Set and Quick Set Lite are easier to mix, whiter in color, and creamier in texture. Quick Set Lite is even easier to sand. They offer the most reliable and consistent set times. Quick Set is available in 20, 45, 90 and 210 minute set times. Quick Set Lite is available in 5, 20, 45, 90 and 210 minute set times. Quick Set Setting Compounds are GREENGUARD Children & Schools Certified for indoor air quality and have passed the strict standards set by the GREENGUARD Environmental Institute.

Effective April 1, 2010, National Gypsum will be discontinuing 1/2" Hi-Abuse XP Gypsum Board. 5/8" Hi-Abuse XP will still be available and is the recommended substitute.

-INSULATION-



JOHNS MANVILLE announced the following price increases:

- 6% increase on Vent Chutes effective March 5, 2010.
- 5% increase on all sizes of AP Foil-Faced and R-Panel effective March 15, 2010.



ATLAS SHEATHING announced a price increase of 5% on all orders that ship April 1, 2010 or after.

-MILLWORK-



The extent of the tragedy in Chile is still to be fully realized as even today there is no meaningful information coming from the most devastated part of the country regarding the extent of loss of life and property damage.

It is clear that a disruption to the supply of mouldings, doors and many other wood products from Chile to world markets has occurred and will continue for some time. The severity and length of the disruption in moulding supply for North America cannot be determined just yet, but it appears that it may be very serious. Compounding the situation, many participants in the building materials supply chain had their inventories in balance to current demand, both with respect to inventory on the ground in North America and with respect to the balance of current utilized production capacity with demand. So you should expect it will take some time for inventory supply to return to normal.

Given sufficient time and incentive to hire and train staff, alternate supply may become available to the market from other areas of South America, from China and other producers, and from under-utilized production facilities in North America. Whether such additional production can fully replace lost supply from Chile is doubtful, at least for several months. What is clear is that supply will be restricted and prices will increase for at least the short term. Be assured that Moulding and Millwork is taking all steps to obtain alternate supply.

Moulding and Millwork commits that they will be fair to their customers in both pricing and access to available supply. In turn, they ask that their customers be patient while they assess the situation. They cannot commit to 'business as usual' today. Accordingly, they will not commit to accept orders while they assess the situation and gain better understanding.



GOSSEN announced the following price increase effective on all orders placed after March 5, 2010.

- 5.8% - Regal
- 5.1% - Garage Door Weatherstrip



PERMA COLUMN SPECIAL

Now through March 15, 2010 receive a 5% discount and an extra 30 day terms.

-METAL-



JENSEN BRIDGE AND SUPPLY PRE-SEASON SPECIALS

Aluminum Soffit and Accessories

Now through March 12, 2010 any STOCK inventory order of Aluminum Soffit and Accessories of at least \$1,000 will receive:

- 3% Cash discount if paid by March 31, 2010
- 2% Cash discount if paid by April 30, 2010
- Net is due by May 14, 2010

Offer good on stock orders only and does not apply to job packs

Silt Fence

All prices are based on the purchase of FULL PALLETS of one size silt fence.

- 2' x 100' Roll with ¾" x 1 ½" x 30" Hardwood Stakes
Full Pallet price per roll - \$16.00 each
100+ rolls - \$15.00 each
- 3' x 100' Roll with 1 ½" x 1 ½" x 42" Hardwood Stakes
Full Pallet price per roll - \$28.00 each
100+ rolls - \$26.00 each
- APPROVED FOR USE BY M.D.O.T
3' x 100' Roll with 1 ½" x 1 ½" x 42" Hardwood Stakes
3' State Specification Silt Fence has Hardwood Stakes 6' apart with ½" lath backing (20 rolls per pallet)
Full Pallet price per roll - \$32.00 each
100+ rolls - \$30.00 each



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Orders placed now through March 12, 2010 will receive the following payment discounts:

- 3% Cash discount if paid by March 31, 2010
- 2% Cash discount if paid by April 30, 2010
- Net is due by May 14, 2010

Please identify your purchase orders to reflect "Pre-Season Special". Standard discounts do not apply in combination with this offer.

ULTRA 2000 PANEL AND TRIM

Now through March 12, 2010 any STOCK inventory order of Ultra 2000 G-60 panel and trim of at least \$1,000 will receive:

- 3% Cash discount if paid by March 31, 2010
- 2% Cash discount if paid by April 30, 2010
- Net is due by May 14, 2010

Offer is good on stock orders only and does not apply to job packs.

CAMPFIRE RINGS

All prices are based on a minimum purchase of \$500 in any combination of sizes.

	<u>12-99</u>	<u>100+</u>
24" Diameter x 12" High	\$14.20	\$13.50
24" Diameter x 18" High	\$23.41	\$22.11
30" Diameter x 12" High	\$17.61	\$16.63
30" Diameter x 18" High	\$24.69	\$23.45
36" Diameter x 12" High	\$20.97	\$19.91
36" Diameter x 18" High	\$35.31	\$33.34
42" Diameter x 12" High	\$25.03	\$23.65
42" Diameter x 18" High	\$41.19	\$38.91
48" Diameter x 12" High	\$28.39	\$27.00
48" Diameter x 18" High	\$42.82	\$40.44

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-MISCELLANEOUS-



PAL & Primesource are pleased to introduce a New Program:

Henkel Adhesives products:

- P.L. Adhesives
- Osi “Quad and Winteq”
- Polyseamseal

Poly Sheeting Products:

- Consumer Roll and rack program
- Bulk Poly 4 & 6 mil Black and Clear
- Reinforced Poly sheeting

PrimeSource also offers Basf “NP and SL1”, GE “full line” featuring Silicone I and Silicone II, Sashco Thru the Roof, Morflexx, and Lexel products.

- PrimeSource will introduce these products at the PAL’s 2010 Business Management Conference & Buyers Market. A local PrimeSource representative will visit your location to kick off these programs. They will make sure you have everyday pricing, and offer you an aggressive buy-in program.
- All PrimeSource programs include in store service, a sales specialist to drive sales on behalf of your store, and merchandising programs designed to update your store’s image.
- PrimeSource is committed to the power of the independent dealer and dedicated to all PAL dealers.

If you have any questions feel free to contact PrimeSource Major Accounts @ 800-733-3666, Barry Buchman at 618-406-1712 or your local PrimeSource territory manager.



CANNONBALL SPECIAL

Now through March 31, 2010 receive 5% off Track & Trolley systems.



ADS/HANCOR announced a 5% price increase on pipe and fittings effective March 18, 2010.



HARDSCAPES by QUIKRETE

2010 Early Order Program

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

Take Delivery in April 2010 – June 10th Dating



RICHMOND CONVEYORS SPECIAL

Now through March 31, 2010

- Shingle-Vator 12' – 24' - \$200 Discount
- Hydraulic Deluxe 24' – 32' - \$300 Discount
- Hydraulic Ultimate 30' – 38' - \$400 Discount



STRAP & WRAP SPECIAL

Now through March 15, 2010 receive 5% off and extra 30 day terms.



RUBBERMAID LEAD TIMES

Rubbermaid is going to a new computer system. This system will allow you to integrate with all Newell companies. The benefits to you will be Real-time insight by customer service into your order status, consistent communication on product specifications, and improved demand, supply, and production planning accuracy. Unfortunately there is going to be some down time. Rubbermaid is asking that any orders anticipated for April is placed by 3/19 for shipment 3/22 – 3/29. No orders will ship between 3/30 – 4/14. Replenishment orders can begin on 4/12 for shipment after 4/15.