

Greetings, Winter 2015

Feb. 15, 2015

With 2015 already in full swing plenty is going on in Western New York to start the New Year. Buffalo is a city on the rise, and with the major city in the area on the rise, the entire community stands to benefit for the expansion and re-building of what was once a great city. Have you been down to Harbor Center, Canal side or the medical corridor lately? If not I highly recommend hitting Canal side for family fun activities, check out the new Ice rink or all the new restaurants and pubs popping up in the area.

For the first time in a long time we feel very positive vibes from the market conditions that exist here right now. We've spoken with contractors that have this year almost booked, and others that have a large backlog of work once the weather breaks. We have not heard news like this in such a long time and it is refreshing to hear.

INDUSTRY NEWS

Residential Roofing - There are no price increases on the horizon so I would feel confident on bidding projects and jobs for the next 6 months. We will be sure to keep you abreast of any changes in the market as soon as we see them. Major hailstorms throughout the Midwest and central U.S. could easily change the market for the entire country as we have not had any major Storm damage for two years now.

Vinyl Siding - 5-8% increases slated to us starting February 2nd. Pricing is being firmed up as we speak and we expect it to settle in the 5% range. Please be sure to call for updated pricing for any jobs that you are currently bidding.

Commodity markets - Have been stable during another cold winter for the United states. I have heard that prices will rise from Lumber to Aluminum come spring when the building takes off stronger.

ANNOUNCEMENTS

Windows - Steve Brown Jr., will be working for you again in 2015. Steve is an expert in all forms of Windows and Doors with many years of experience in the field. Steve's a US Army veteran and has received numerous certificates of accommodations and achievements while on active and reserve duty. He is a huge Bills and Sabres fan and loves to help contractors with their Window and Door needs. On the downside, vinyl window manufacturers have all announced price increases for 2015. The range set has been 5-9 % so please call our window department or your sales representative for more detailed numbers. Hurd has not posted an increase as of now. We will keep you informed of any change.

Weatherpanel News - Our Annual Product Showcase at Aqua will be on March 25th. Please *save the date* on your Calendar. We will be providing more information about this great show during the next few weeks. We are also setting up some learning sessions for this winter and more AIA training that has been a success for all involved. Remember, if your cruising around or just home chomping at the bit, stop in and have a cup of coffee with us.

Thank you.



Vice President of Sales



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