



Friday, April 1st 2016

Price Increase Notice

Dear Valued Partner,

Please note the recently announced manufacture increase on Trim-Tex products as well as Steel. For your convenience I have included a copy of the manufacturer letters as another point of reference. Upon review feel free to contact your local branch representative and/or myself at your convenience.

Steel:

- | | | |
|---------------------------------|---------------------------|-----------------|
| • Steel related products | May 1st | 8% - 12% |
|---------------------------------|---------------------------|-----------------|

Trim-Tex:

- | | | |
|--|---------------------------|-----------------|
| • Vinyl related trims and beads | May 1st | 10% -18% |
|--|---------------------------|-----------------|

Please continue to communicate and work with our staff on long-term pricing projections.

As outlined in previous communications there is tremendous cost pressures as it relates to the Canadian dollar (duty/exchange) on products produced or required in the manufacturing processes which are being passed through the channel.

On behalf of Shoemaker Drywall Supplies I would like to reassure our clients that we are committed to your business and the local landscape. We will continue to monitor and communicate with our manufacture partners as we move forward and update you on further changes related to costs.

Respectively,

A handwritten signature in blue ink, appearing to read 'Greg Holunga', with a long, sweeping underline.

Greg Holunga, C.I.M.
Vice President of Sales
Shoemaker Drywall Supplies

**WALLBOARD TRIM & TOOL INC.**

100 Granton Drive, Unit 2
Richmond Hill, Ontario
L4B 1H7

Trim -Tex Drywall Trims

- Tape Tech
- Trojan Benches
- Fiberglass Mesh Tape
- Circle Brand Tools
- Drywall Accessories
- Circle Brand Stilts

February 29, 2016

Due to the decline of the Canadian Dollar vs. the U.S. Dollar, it is necessary to adjust pricing based on the current exchange rates that products are purchased at.

Trim-Tex Price List

18% Increase – Although our direct cost has increased more than 18% due to the U.S./CDN exchange rate, we have capped the increase at 18%.

Please Note: We will not be printing new price pages for Trim-Tex Products at this time.

Continue to use your Trim-Tex Price List dated May 19th 2015, as only your discount percentage off this list will change.

Your account manager will review the new Trim-Tex Discount percentage with you.

Tool Price List

Increase Varies by category 0-11% on average.

The increase varies by category, depending on when products were purchased, taking into account earlier inventory purchased at lower exchange rates

0 % increase means the goods were purchased in CDN Funds.

A New Tool Price List will be printed, but is only available electronically at this time.

A Hard Copy will be sent out as soon as available.

New Pricing is Effective April 4th, 2016

All of us at Wallboard Trim & Tool thank-you for your continued business and support.

Best Regards,

Cheryl Meneguzzi, General Manager
Wallboard Trim & Tool Inc



February 1st, 2016

To Our Valued Customer:

RE: NOTICE OF PRICE INCREASE

As a follow up to our most recent correspondence (dated September 29, 2015), we delayed our announced price increase increase slated for January 1, 2016. However, with the continued instability with the Canadian Dollar and the subsequent rate of exchange, and in addition to continued monthly cost increases from the North American steel mills, we have had to revisit this decision.

We are announcing a price increase of 8%, on all product lines effective with the shipments commencing April 1st, 2016. We will keep you updated on conditions as the information becomes available to us.

If you have any questions with respect to this notice or require further information, please do not hesitate to contact either the undersigned or your local representative at your convenience.

Thank you for your past support and we look forward to serving your future needs.

Yours Truly,

A handwritten signature in black ink, appearing to read 'G. Fisher', with a large, stylized initial 'G'.

Gordon C. Fisher
Vice President, Sales & Marketing



sales@bmp-group.com • www.bmp-group.com

January 26, 2016

PRICE INCREASE NOTICE

To: Our Valued Customers:

Re: April 4th, 2016 Price Increase

We have experienced steel mill price increases and raw material costs continue to escalate. The anti-dumping levies and ongoing softness in Canada/US exchange rates are also putting upward pressure on domestic steel costs. The USSteel-Canada financial restructuring and pending asset sale is further complicating supply.

Bailey Metal Products Limited will be increasing prices effective April 4th, 2016, by 10 – 12% on all products.

We ask that you plan your material requirements accordingly.

We will distribute new price lists in the coming weeks. If you have any questions, please contact me or your Bailey Sales Representative.

Thank you for your business and market support.

Sincerely,

Bailey Metal Products Limited

Kenneth J. Meinert
Executive Vice President

Cc. A. Sarracini



BAILEY® METAL PRODUCTS LIMITED

One Caldari Road, Concord, Ontario L4K 3Z9

t. 905-738-9267

tf. 800-668-2154

f. 905-738-5712