



Friday January 24th, 2014

SDS Market Bulletin

Dear Valued Partner,

Over the past few years, we have not had to deal with the impact of a \$0.90 (or lower) CDN dollar vs. the US dollar as it pertains to material costs. The bottom line is the vast majority, if not all, of the product we handle is in large part affected by the currency variance. Basically when our dollar is at or close to par, we see stability. When it drops to the current levels, we are faced with pending adjustments to compensate for the difference.

As an industry, we need to consider the possibility of both cost increases and rising freight/transportations expenses associated with the procurement of materials.

As we watch the CDN dollar and examine the affects, we will continue to report back our thoughts on a go forward basis.

The most important take-away is, while bidding work, we need to understand and discuss the reality of raising costs; and ensure we are factoring those additives back into the cost of doing business.

Please feel free to contact myself should you have any questions or concerns.

On behalf of Shoemaker Drywall Supplies, I would like to thank you for your past, current, and future support. We are proud to service your business needs and greatly appreciate the mutually beneficial relationship between our companies.

Respectively,

A handwritten signature in blue ink, appearing to read 'Greg Holunga', with a long horizontal line extending to the right.

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

Servicing the West since 1974...