

# Lumber Pricing Increases AND WHAT IT MEANS FOR YOU

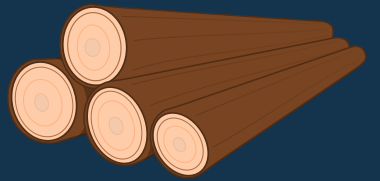
**LUMBER PRICES, IN THE PAST WEEK, HAVE INCREASED 40% OVER THE YTD MONTHLY AVERAGE.**

**THESE PRICES ARE STEADILY INCREASING AS THE WEEKS CONTINUE ON**

**THIS WILL HELP TO REDUCE OVERALL COSTS**

**WE ARE CONTINUING TO STAY AS STOCKED UP AS POSSIBLE**

## WHAT DOES THIS MEAN FOR YOU?



**WHEN WE STOCK UP, COSTS ARE REDUCED BY WHOLESALE BUYING**

**REDUCED COSTS FOR US  
=  
LESS PRICE INCREASE FOR YOU**

**WE BUY ENOUGH LUMBER FOR 3 WEEKS TO FILL ALL DELIVERIES**

**THIS ALSO GIVES US OPPORTUNITY TO BUY AT A LOWER COST IF THE PRICES REDUCE**

## THE BEST WAYS TO KEEP YOUR COSTS DOWN:

**PLACE YOUR ORDER AS SOON AS POSSIBLE**

**PLACING YOUR ORDER AND GETTING YOUR DELIVERY WITHIN THAT NEXT 30 DAYS WILL LOCK IN YOUR QUOTED PRICE**

**KEEP IN TOUCH WITH US IN REGARDS TO RE-PRICING**

**CAN'T RECEIVE YOUR DELIVERY WITHIN 30 DAYS? WE WILL REPRICE YOUR QUOTE. THIS MEANS IF LUMBER PRICES DECREASE, SO WILL YOUR QUOTE!**

**For more information, please ask!**

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**Dear Valued Customer:**

**Due to the continued volatility of today's lumber and engineered wood markets, Kamloops Truss would like to remind all our customers of our quote acceptance terms.**

**When quotes are issued, they are only valid for a 10-day period. After the 10 days have expired the quote is subject to repricing using the current market values.**

**Once you have accepted your quote the pricing will be honored for 30 days. This means that if you take delivery of your materials within the 30-day period from the date of quote acceptance, your price will be honored.**

**Should you not be able to take delivery of your materials within the 30-day time period, your order will be subject to a price review using the current market values.**

**Should you have any questions or concerns regarding your outstanding quotes, we encourage you to contact our office for a price confirmation at your earliest convenience.**

**We would like to express our sincerest gratitude and appreciated for your continued support and patience throughout this past year.**