



### Sinking Loonie....Rising Costs?

If you've ever managed to sit through an economics class without falling asleep, this will probably be old news to you. But for the rest of us who nod off when the financial stats start rolling on the news, its time to start paying attention to what's going on with the markets.

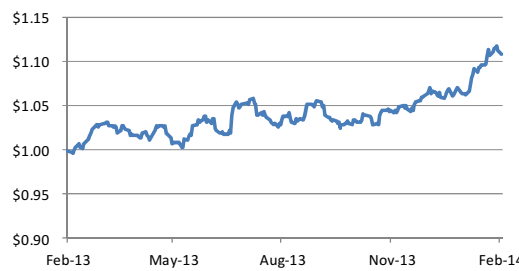
Over the past year we have seen a very sharp rise in the strength of the US dollar. As of last week, the cost of a USD was about \$1.12 CAD, which is great for our tourism industry and for those of us who sell product down to the Home of the Brave. However, since many of the building products we use are produced in the States, this trend is leading to rising costs in our industry. This includes lumber, hardwood, veneers, laminates and plywood - nearly everything that goes into cabinets.

At the same time the US Housing market is finally coming alive again. As more houses are built, the overall demand for these American materials rises, which increases the upward pressure on prices. All of this needs to be considered when quoting on future work. It is impossible to know where the market is going to go, but be sure you are covered for potential rising costs.

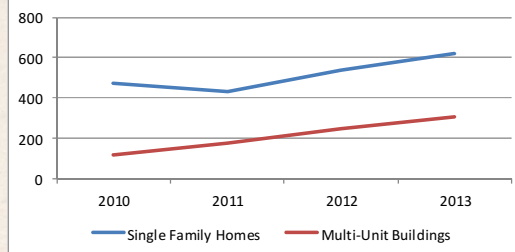
But look on the bright side....the USA may have a stronger currency, but they are still not good enough on the hockey rink.

### Go Canada Go!

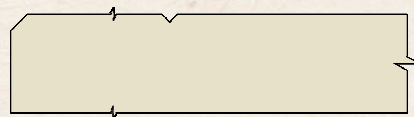
Cost of 1 USD in CAD



US Housing Starts  
(Thousands of Units)



### "Olympic" Profile Corner



Turin

*A business that makes nothing but money is a very poor business.*

*~Henry Ford*

**Don't Forget March 9th, is Daylight Savings Time!**

### Shipping Preferences

Keep an eye out for a survey coming your way regarding the shipping of your orders . We want to make sure we have your updated instructions, contacts and any feedback you have on our performance.

### Discontinued Products

From time to time suppliers must remove items from their inventory due to lack of sales and to make room for new products.

Please check your vinyl decks and remove any **Inspiration**, **Cordoba** and **Portuna White** swatches. We will keep you posted in regards to new colour options this spring.

### Flex Friday Closing Schedule

- March 14th (Friday)
- March 28th (Friday)
- April 11th (Good Friday, Stat)
- April 25th (Friday)

**For further details please contact sales or customer service**

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**We Appreciate Your Business!**

