

# BlueLinx Expands Relationship with Westlake Royal Building Products™ Through Exclusive Kleer® PVC Trim Distribution Agreement and Market Expansion of TruExterior® Siding and Trim Products

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- BlueLinx continues to leverage its scale and profitable sales growth strategy to enhance its specialty product mix with key suppliers
- Westlake Royal Building Products™ will serve as BlueLinx's sole and exclusive PVC trim supplier in key markets under the expanded distribution agreement
- BlueLinx is launching Kleer® PVC Trim products in 27 BlueLinx distribution locations serving key U.S. markets for these products, with opportunities to further expand the distribution footprint
- BlueLinx also expands availability of TruExterior® Siding and Trim, increasing its geographic footprint from 12 to 17 distribution locations

ATLANTA--(BUSINESS WIRE)-- BlueLinx Holdings Inc. (NYSE: BXC), a leading U.S. wholesale distributor of building products, today announced the expansion of its relationship with Westlake Royal Building Products™.

BlueLinx will now distribute Westlake Royal's Kleer® PVC Trim products in 27 distribution locations throughout New England, the North and Mid-Atlantic, the South, the Ohio Valley and select Central U.S. markets. Stocking locations include Bellingham, Massachusetts; Burlington, Vermont; Portland, Maine; Buffalo and Long Island, New York; Denville, New Jersey; Frederick, Maryland; Richmond, Virginia; Charlotte and Raleigh, North Carolina; Charleston, South Carolina; Atlanta, Georgia; Tampa, Lakeland and Jacksonville, Florida; Nashville and Erwin, Tennessee; Cincinnati and Akron, Ohio; Pittsburgh, Pennsylvania; Grand Rapids, Michigan; Chicago, Illinois; Milwaukee, Wisconsin; Minneapolis, Minnesota; Davenport and Des Moines, Iowa; and St. Louis, Missouri.

The agreement represents another important step in BlueLinx's strategy to expand its specialty products portfolio with category-leading brands and to increase its participation in attractive, high-growth building product categories across many markets across the United States, thereby leveraging BlueLinx's national distribution footprint at scale

to amplify its value proposition for key customers and strategic suppliers.

In addition to Kleer PVC Trim, BlueLinX is expanding its Westlake Royal TruExterior® distribution footprint by adding TruExterior® Siding and Trim at its Bellingham, Massachusetts; Burlington, Vermont; Portland, Maine; Long Island, New York; and Buffalo, New York distribution locations. This market expansion increases BlueLinX's TruExterior® footprint from 12 to 17 distribution locations and further enhances the company's specialty siding and trim offering in these new markets with an innovative poly-ash product known for its durability, workability and resistance to moisture and insects.

"We are excited to expand our relationship with Westlake Royal to accelerate our specialty products growth strategy," said Shyam Reddy, President and Chief Executive Officer of BlueLinX. "The launch of Kleer PVC Trim and expansion of TruExterior® product lines in markets across the United States enhances our siding and trim offering for customers at scale with high-quality, durable, low-maintenance branded products from a trusted industry leader. We appreciate the confidence that Westlake Royal has placed in us and look forward to building on this partnership to drive greater profitable sales growth in the coming years."

"BlueLinX has been a valued distribution partner for Westlake Royal Building Products, and this expanded agreement reflects our shared commitment to delivering premium siding, trim and exterior building solutions to customers across the country," said Bill Conlon, vice president of sales, siding and trim, Westlake Royal Building Products. "By adding Kleer® PVC Trim to more BlueLinX locations and expanding the availability of TruExterior® Siding and Trim, we are making it easier for dealers, builders and contractors to access trusted, high-performance products backed by exceptional service and support. We look forward to continuing our successful partnership and driving growth together in key markets throughout the United States."

The expanded relationship creates opportunities to increase share of customer wallet through complementary product sales, to support mix shift strategies toward higher-value specialty categories and to deliver greater value for customers seeking a trusted distribution partner with a comprehensive siding and trim portfolio.

## ABOUT BLUELINX

BlueLinX Holdings Inc. (NYSE: BXC) is a leading U.S. wholesale distributor of residential and commercial building products with both branded and private-label SKUs across product categories such as lumber, panels, engineered wood, siding, millwork, and industrial products. With a strong market position, broad geographic coverage footprint servicing fifty states, and the strength of a locally focused sales force, we distribute a comprehensive range of products to our customers which include national home centers, pro dealers, cooperatives, specialty distributors, regional and local dealers, and industrial manufacturers. BlueLinX provides a wide range of value-added services and solutions to our customers and suppliers, and we operate our business through a broad network of

distribution centers. To learn more about BlueLinx, please visit [www.bluelinxco.com](http://www.bluelinxco.com).

## ABOUT WESTLAKE ROYAL BUILDING PRODUCTS

**Westlake Royal Building Products USA Inc.**, a Westlake company (NYSE:WLK), is a leader throughout North America in the innovation, design, and production of a broad and diverse range of exterior and interior building products, including Siding and Accessories, Trim and Mouldings, Roofing, Stone, Windows and Outdoor Living. Westlake Royal Building Products manufactures high-quality, low-maintenance products to meet the specifications and needs of building professionals, homeowners, architects, engineers and distributors, while providing stunning curb appeal with an unmatched array of colors, styles and accessories. For more information, please visit [WestlakeRoyalBuildingProducts.com](http://WestlakeRoyalBuildingProducts.com). Follow us on **LinkedIn** and **Instagram** and “Like” us on **Facebook**.

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