



June 27, 2018

Dear friends of Hammond Lumber Company,

On behalf of the Hammond family, we want to share some very exciting news. As part of our continued growth, we have acquired EBS Building Supplies and their 10 coastal locations.

Both companies feel it comes at the right time and is a win-win. At Hammond Lumber Company, we continue to grow and were recently named the top Maine company in sales on the *Prosales* Top 100 List, ranked 36th in the country; EBS Building Supplies was also on the list ranked 80th.

An important part of the announcement is to reassure our customers that all our locations and employees will continue to embody the core value that has made the two companies so successful; extraordinary customer service. At Hammond Lumber Company, that type of service has made us who we are today, going back to when my grandparents, Skip and Verna, first started the business in 1953 and when Don, my father, opened the first retail store in 1967. For EBS Building Supplies, customer service has always been their cornerstone and made them such a strong company dating back to when Austin Goodyear acquired EBS Building Supplies in 1970.

As a customer, this means that whether you've done business with Hammond Lumber Company or EBS Building Supplies, the service is sure to remain the same. In fact, you'll benefit from the efficiencies and product offerings that this combination will offer.

From a business perspective, this will be a transformative acquisition for our company, but we want you to know we plan to keep it business as usual. We also recognize there will undoubtedly be questions, which is why as part of our planning process we have answered some of the frequently asked questions on our website at [www.hammondlumber.com/customer-FAQ](http://www.hammondlumber.com/customer-FAQ). This web page is designed to help with any questions you might have now or in the days ahead. As always, we also welcome your questions or comments by emailing [customerservice@hammondlumber.com](mailto:customerservice@hammondlumber.com).

On behalf of our more than 800 employees at a total of 21 locations across Maine, we are very grateful for your business and look forward to continuing to build our relationship together.

Sincerely,

A handwritten signature in black ink that reads "Mike Hammond".

Mike Hammond  
President/CEO

A handwritten signature in black ink that reads "Don Hammond".

Don Hammond  
Vice President

---

**21 LOCATIONS ACROSS MAINE**

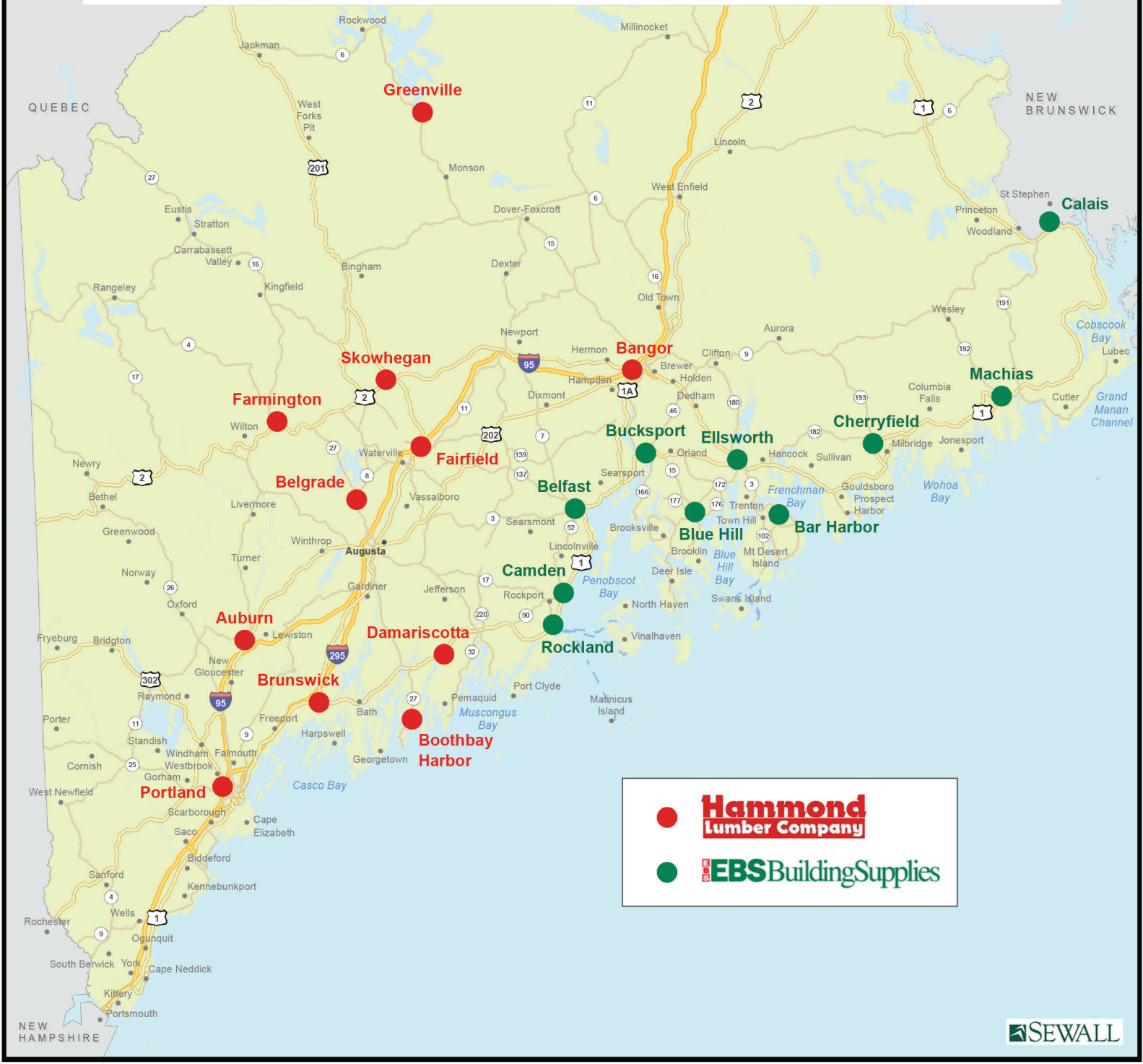
Auburn • Bangor • Bar Harbor • Belfast • Belgrade • Blue Hill  
Boothbay Harbor • Brunswick • Bucksport • Calais • Camden  
Cherryfield • Damariscotta • Ellsworth • Fairfield • Farmington  
Greenville • Machias • Portland • Rockland • Skowhegan

**MAIN OFFICE:**

2 Hammond Drive  
PO Box 500  
Belgrade, ME 04917  
(207) 495-3303 | Fax (207) 495-2304  
[www.hammondlumber.com](http://www.hammondlumber.com)

**Hammond  
Lumber Company**

# and **EBS Building Supplies** Locations



 **Hammond  
Lumber Company**

 **EBS Building Supplies**