



March 23, 2021

Dear BWI Distribution Customers,

At BWI Distribution, we are committed to driving efficiencies and improving upon our service proposition to you, our customers. Recently, we have experienced some challenges within our supply chain, specifically around availability of raw materials, and elevated costs of jambs, stops, casings and door frames necessary to support our door offering. This challenge is compounded by the problematic and often unpredictable delivery of containers from port locations.

We will continue to look for alternative resources to offset these costs however the increased expense due to safety protocols, slab costs, fuel, labor inflation, tariffs, anti-dumping duties, and significant cost increases across components has led us to implement an upcoming price increase.

Effective June 1, 2021 the following price increases will be implemented.

- All Interior Slabs 6%
- All Interior PH Units 7%
- All Exterior PH Units & Slabs 10%

We appreciate your business and your continued dedication and trust in BWI Distribution. To help us relieve some of the challenges you face, we are asking our customers to communicate openly and often with their BWI Sales Representative, and provide a needs forecast whenever possible. We will work closely with you to recommend alternatives when material may be delayed or unavailable.

If you have any questions please feel free to reach out to me or your local sales leader.

Regards,

A handwritten signature in black ink, appearing to read "Aaron Mathews". The signature is fluid and cursive, with a large, sweeping flourish at the end.

Aaron Mathews

Director of Sales, BWI Distribution