



Part of the **Cornerstone Building Brands** Family



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October 1, 2020

Dear Valued Customer:

As we continue to navigate through 2020 we would like to thank you for your partnership and dedication to Ply Gem and Silver Line and we hope that you and your associates are all safe and doing well.

These are unprecedented times with the COVID-19 pandemic and we are focused on continuing to strengthen our company through protecting our associates, investing in future growth opportunities and managing the variability in the market.

We are challenged by the current labor market and escalating raw material cost. We have made significant investments in our recruiting efforts and wages to ensure that we can attract and retain top talent. We are continuing to invest in automation and continuous improvement efforts to ensure that we are utilizing our resources to their maximum potential while increasing capacity across the nation. This will continue to enhance our service position while providing a more consistent customer experience.

Based on the current economic conditions we are announcing an 8-10% price increase effective January 4, 2021. The increase will occur via a multiplier or "On-Factor" change. Price increases may vary between product style and option. Certain options and accessories may be higher than the standard increase.

We are optimistic about 2021 and look forward to continuing to grow with you.

If you have any questions, please contact your sales or customer service representative.

Best Regards,

Kevin Lloyd
Sr. Vice President, Sales