



**TO:** Jeff Laumann – Modern Builders Supply  
**DATE:** April 4, 2022  
**FROM:** Brad Kosar - Vice President, Strategic Account Management  
**SUBJECT:** 2022 Mid Year Price Increase

***This letter serves to inform you of future pricing adjustments that will take effect May 8, 2022.***

As we have communicated throughout the past year, our industry, along with the economy as a whole, has experienced several challenges due to material shortages, supply chain disruptions and increased input costs. We have seen high demand combined with consistently rising raw material, labor, freight, and healthcare costs. These current market factors and their expected continuance necessitate additional pricing adjustments that will take effect May 8, 2022.

Below is a summary of the upcoming pricing changes:

#### **ACROSS THE BOARD PRICE ADJUSTMENTS**

<b>Encompass by Pella Windows &amp; Patio Doors</b>	<b>8.5% increase</b>
<b>Pella 250 Series Windows &amp; Patio Doors</b>	<b>6.5% increase</b>
<b>Fiberglass Windows &amp; Patio Doors</b>	<b>6.5% increase</b>
<b>Wood Windows &amp; Patio Doors</b>	<b>8.5% increase</b>
<b>Wood Entry Doors</b>	<b>8.5% increase</b>
<b>Steel and Fiberglass Entry Doors</b>	<b>22.5% increase</b>

#### **ADDITIONAL INFORMATION:**

We will commit to honoring current price on volume up to 50% above the 2022 booking plan for the 5 week period from announcement to implementation (Apr. 4 – May. 7). We hold the right to charge incremental pricing on any bookings over that amount. The incremental price, if applicable, will be charged as a reduction to the Year End Incentive Program.

**IMPORTANT DATES:** New pricing will implement on May 8, 2022