



December 17, 2021

RE: VINYL PRICE INCREASE

To Our Valued Ply Gem Customer:

Looking to 2022, continued shortages on raw materials and transportation coupled with higher wages means we will continue to incur inflation above our ability to reduce operating costs. While we will pull every possible lever to limit the frequency and increase percentages, some costs will have to be passed on. Here are the details behind this vinyl increase announcement.

- PVC demand is far exceeding supply causing PVC prices to reach an all-time high.
- Other raw materials for vinyl are nearly sold out for 2022, causing inflated prices due to market capacity constraints.
- Transportation costs are increasing while capacity is decreasing forcing carriers to pay more to attract and retain drivers.
- Domestic and international labor costs have increased for both Ply Gem and our suppliers as we work to retain and attract employees. Obviously, skilled, quality-minded labor is critical to us meeting your order requirements.

With as much advance notice as possible, we are announcing a 10 – 12% price increase on the following categories effective February 1, 2022. Orders shipped on and after February 1, 2022 will be billed at the new higher pricing. (This includes all backorders that ship on and after February 1st.)

- Vinyl Siding & Accessories
- Injection Molded Shutters, Designer Accents, Shake and Scallop
- Vinyl Skirting

Your sales representative will reach out to you soon to coordinate new price pages.

We appreciate you, your partnership, and your business. From our entire Cornerstone Building Brands family, we wish you and yours a happy and healthy holiday season.

Sincerely,



Jeff Cabbage
Vice President of
Sales, Wholesale
Brands
Ply Gem



Rob Brown
Vice President of Sales, Retail
Brands
Ply Gem