



TruStile Doors, LLC
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November 28, 2023

To: All Purchasing Managers & Sales Managers at TruStile Dealers
Re: Important Pricing Update

Dear Valued Customer,

TruStile experienced strong demand for our product offering in 2023 and we thank you for your partnership as we continued our efforts to elevate the interior door category and provide exciting new options for wood entry doors.

We invested significantly in both scaling our operations and bringing new products to market in 2023. This has resulted in delivering competitive MDF door lead times and maintaining premium quality within our natural wood door offering. In the coming weeks we will be launching a significant modern product line extension that will maintain TruStile's leadership in this important growth category.

To help offset a portion of the increased costs we have experienced in areas of our business, TruStile will be implementing a price increase that will average 3.5% across our interior door offering.

Importantly, TruStile will not be increasing prices on our Reserve® and Resilient® entry door systems, as our capacity for these new offerings continues to scale and we remain committed to becoming the preferred wood entry door supplier for the custom home building market.

Price Change Implementation Details:

The interior door price adjustments will be applied to all new quotes generated in TruQuote or by the TruStile customer service team beginning Monday, December 11, 2023.

To help ease the transition to the new pricing, TruQuote will automatically hold and honor pricing on current quotes for orders placed through Friday, January 12, 2024. After January 12th, all quotes will reset to new pricing for all new orders. **Please plan accordingly on your quoted opportunities that will not be ordered by January 12, 2024.**

We have appreciated your continued support in 2023 and we look forward to partnering with you for a successful 2024. All the best to you and your families this Holiday Season.

Best Regards,

Chuck Tamblyn
Senior Vice President, Sales and Marketing
TruStile Doors, LLC