



TruStile Doors, LLC
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December 6, 2024

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

Dear Valued Customer,

Thank you for your partnership during a successful 2024 as TruStile continued our progress against elevating our door offering and scaling our operations.

We were pleased to maintain very strong performance on our MDF door offering and to make significant progress on improving our lead time and delivery performance for our Wood door offering during 2024. In addition, we invested in launching a comprehensive extension to our modern product offering that addressed key customer needs and market trends.

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% 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 16th.

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 10, 2025. After January 10th, 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 10, 2025.**

We have appreciated your continued support in 2024, and we look forward to partnering with you for a successful 2025. All the best to you and your families this Holiday Season.

Best Regards,

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