

# BALDWIN®

December 8, 2014

To: All Baldwin Estate® Customers

Re: Estate Product Price Increase

Dear Baldwin Customer,

As we align our new pricebook and new products for 2015, we have decided to delay the Baldwin Estate Price Increase previously communicated.

The new effective date of the **Baldwin Estate Price Increase** is **March 1, 2015**. In February, we will be distributing the NEW 2015 Baldwin Estate Pricebook which will contain the new pricing. As communicated previously, the price changes will be limited to a few product categories and comprise a 1.7% weighted average increase across the Estate portfolio.

Thank you for your continued support of the Baldwin brand. We look forward to partnering with you on several exciting new product launches in the year ahead. Please feel free to contact your Baldwin Sales Representative or me with any questions or concerns about these changes.

Regards,



Fredy Orellana  
Senior Global Product Marketing Manager