

November 10, 2017

To: All Dealers
From: Bertch Sales Department
RE: 2018 Price Adjustment

We are pleased to announce some updates to our current programs in response to customer feedback. Some of the specific details are as follows:

Kitchen+/Elan Updates will include:

- Standard Roll Tray now includes "Full Extension Soft Close Glides"
- Reduction of Modification Charges
- Expanded and Simplified Modifications
- Elan and Kitchen+ will be separated back into two distinct catalogs.

Marketplace Updates will include:

- Standard Drawer Box now includes "Full Extension Soft Close Glide"
- Current Side Mount Drawer Glide will still be available at a discount.
- Dovetail drawer upgrade available, discounted from the current premium.

Bath and Timbergate will experience a general price increase of 3.25% on orders placed after January 15, 2018 as will all the above divisions.

It is important to be aware that new catalogs/price lists will be created in ALL divisions. Which will result in **DIFFERENT PRICE FACTORS** than your current factors. The general price increase of 3.25% for all divisions will be reflected in the new list price/ new factors. The specifics of the above changes will be provided when the new catalogs are released.

New catalogs will be made available electronically on the Bertch Infonet, In a change reflective of the way catalogs are accessed and used today, you will be given the opportunity to order new paper catalogs if desired, but they will not be automatically distributed.

2017 showed sales growth in all divisions. Thanks to all of our loyal customers for a successful year. Looking forward to an even better 2018!

Best Wishes for the coming holiday season.



Denny McLaughlin
Executive Sales Manager
Bertch Cabinet Mfg., Inc