

BALDWIN®

January 3, 2020

To: Baldwin Customers

Re: Estate and Reserve price increase and discontinued products

Dear Baldwin Customer:

Effective April 6, 2020 new list prices will be established for Estate and Reserve products.

Estate and Reserve changes comprise a 6.00% weighted average list price increase. See the Excel SKU file and "Increase Overview" tab for new list prices, SKU detail and price increase detail organized by product category. Additionally, a portfolio analysis has identified a list of underperforming SKUs to be discontinued. See the PDF for a list of discontinued products and below is a list of key dates:

- Orders placed prior to April 6, 2020 will be entered using current list prices.
- Orders placed starting April 6, 2020 will be entered using the new list prices.

We recognize that you may wish to bring in additional stock ahead of the price increase. However, to avoid a significant strain on our supply chain, all customers will be limited to 110% of their average monthly volume unless there was a previously scheduled job or event.

If you have any questions, please contact your Baldwin Sales Representative.

Sincerely,



Stefanie Kastner
Baldwin Hardware
Product Marketing Manager



Christopher Witt
Baldwin Hardware
Associate Product Marketing Manager