



August 18, 2020

Dear Valued Distributor Partners,

This communication provides an update on the Choreograph product line, manufactured in Huntsville, AL. As many of you know, this facility also manufactures Sterling Vikrell which continues to experience unprecedented levels of demand in this volatile market. Due to precautions with COVID-19, we are unable to ensure maximum staffing in the Huntsville facility every day. Therefore, we are forced to make choices on staffing resources. At this time, we are going to divert resources previously assigned to produce Choreograph to the efforts to supply Sterling Vikrell.

As a result, Kohler Co. is halting production of all Choreograph wall panels and kits, effective immediately. Open orders as of, August 18 will be canceled on Tuesday, August 25. Customer Service representatives will immediately begin to notify customers of orders affected by this change. New orders for all Choreograph SKU's will not be accepted as of August 18. These SKU's will also not be able to be added to any quotes, even at T/L net pricing.

If you are a distributor with excess inventory of Choreograph, we suggest utilizing the WarehouseTWO tool to bring visibility to inventory in the market.

Thank you for your partnership and be safe.

Sincerely,

Tracy Jaeger – Business Director
Bathing & Showering Products
Kohler Co. | Kitchen Bath North Americas

Matthew Aprill – Director
Customer Service
Kohler Co. | Kitchen Bath North Americas