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**Dear Valued Partners,**

This past year has obviously been challenging on many levels, both professionally and personally. As we get closer to putting this past year behind us, I wanted to provide an update on the current climate and share some news regarding our 2021 introductions.

We have managed to navigate the pandemic by implementing health and safety protocols, working remotely when we can, and limiting face-to-face interactions, all while continuing to provide the customer service and support you expect from Fairmont Designs. However, there have been some issues that have negatively impacted our business. Namely, the current strain on the global logistics network. While our factories have continued to operate at full capacity, transit time from our international factories to our domestic warehouses has doubled since last summer. Combined with increased demand in the home improvement segment, our open orders have never been greater.

As with the pandemic, we do see light at the end of the logistics tunnel. We have over 50 production orders slated to arrive at our Southaven, MS and Buena Park, CA warehouses between now and May 31<sup>st</sup>, and we expect to fill over 95% of all current open orders within the next 90 days. We appreciate your understanding and patience as we continue to navigate the current conditions.

We look forward to officially launching our 2021 New Introductions over the next few months. In addition to the information in the current 2021 Price Book, we will be distributing the *2021 Introductions – Bath Collections* brochure and finish samples in support of these new looks.

The new introductions include:

- 1553 Brookings – Polar White
- 1711 / 1712 Design Studio – Fossil Beige & Classic Blue
- 1548 Live Edge – Dark Walnut
- 1544 Smithfield II – Polar White

In closing, I would like to thank you for the partnership and trust you put in Fairmont Designs. Our success is only made possible through your success.

Thank you,

Nathaniel Mucha  
Executive Vice President - Bath