



July 1, 2021

To: Bertch Dealers

From: Bertch Cabinet, LLC

**Effective September 1, 2021 - Discontinue Hardware (knobs/pulls) in Kitchen+, Elan, and Marketplace**

Dear Bertch Dealer,

Effective September 1, 2021, hardware (knobs and pulls) for Kitchen+, Marketplace and Elan cabinetry will no longer be available from Bertch. The hardware offering is experiencing numerous challenges, including rising costs, unreliable delivery times, limited availability, inconsistencies in finish color, and abrupt deletions by suppliers, making it difficult to support a good program for our dealers. Going forward, Bertch will focus on what we do best, which is crafting and delivering beautiful, quality cabinetry for our dealers!

Until August 31, you may still choose to order hardware (if available), or choose a hardware credit which equals \$5 List per piece. As supply of each style begins to run out, additional quantities will not be ordered. Customers may choose another style or select the hardware credit. As of September 1, knobs and pulls will no longer be available for kitchen orders, and hardware credits will no longer be issued.

If you have a Kitchen+ and/or Marketplace merchandiser in your showroom that contains a hardware board, your Bertch Rep will be in contact with you about removing it, and replacing it with a photo image supplied by Bertch.

Please note that Bertch will continue to offer a limited selection of hardware for Bertch Bath. The hardware offering is only being discontinued for Kitchen+, Elan and Marketplace.

We appreciate your trust and partnership, and look forward to serving you and growing together in 2021.

Sincerely,

Jason Franck  
Product Marketing Manager  
Bertch Cabinet, LLC