



Furnishing Imagination

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Dear Fairmont Designs – Bath Partner,

I hope this letter finds you safe and healthy as we emerge from the pandemic that has impacted all of our lives and businesses. While the building materials and home improvement industry have fared better than most, there have been plenty of challenges over the past 18 months, with continued and new challenges still ahead. Fairmont Designs has not been immune to these impacts. We have worked to overcome supply chain issues, logistical log jams, as well as increased costs on raw materials, shipping and freight. At the same time, we have continued to focus on taking care of our associates and providing the customer service you have come to expect from Fairmont Designs.

Based on these factors, we have made the decision to move up the release our 2022 Price Book to be effective September 1, 2021.

In the coming weeks, we will be able to provide an excel pricing file, an electronic PDF and a printed version of the new 2022 Price Book. Due to the market conditions, on average 2022 list prices will be approximately 7-10% higher than the current 2021 list prices. These changes will vary by collection and item. In addition, for the first time in the Bath Division's twenty-year history, we have modified our freight terms.

We will be introducing two new collections in 2022 that will be available early next year. *Grand Central* will feature Natural Walnut veneers with Matte Black hardware and accents. *Sagamore* will be available in three finishes: Polar White, Medium Gray and Black. We will also add Black Quartz tops with 2cm/ease edge, which will be available late 2021. We look forward to unveiling these new designs at KBIS 2022.

With regards to our existing offering, no additional collections than those previously announced will be phased out at this time.

Once again, the 2022 Price Book will go into effect on September 1, 2021. We will also be producing a 2022 Bath Collection color catalog as the Bath Division Celebrates 20 Years of Furnishing Imagination.

Thank you for your continued support,

A handwritten signature in black ink, appearing to read "N. Mucha", written over a thin horizontal line.

Nathaniel Mucha
Executive Vice President