



January 5, 2024

Dear Valued Customer,

I want to take this opportunity to share our gratitude for your continued support of our brand of products over the past year. Since my last letter to you in October, we have made further progress on the changes I described to you specifically relating to our production capabilities and our lead times. I am hoping that the vast improvement in lead times and on-time order completion will help you in the sales process of our products.

As we reflect on last year and now move forward into this new year, we have been continuously monitoring the inflationary pressures on labor, Team Member benefits, and material costs. While some of these areas have moderated somewhat, others we feel must be addressed. To do so, we will implement a moderate price adjustment. I want to reinforce our thought that a strategy of keeping price adjustments as low as possible to reflect the current costs of business is what is needed in today's market. If smaller option price adjustments are necessary, they will happen on an as-needed basis.

The upcoming price adjustment will occur via a discount adjustment and take effect with all orders placed **after February 22, 2024**. The net increase for our VistaLuxe WD LINE, Ultra Series, and Heritage Series products will be in the range of 2.75 to 4.25%.

The price adjustment for our Forged Series will be a combination of list price and discount adjustments approximating 3%. However, depending on the unique product configurations within a quote for all product lines, it could be more or less. All quotes modified or ordered after February 22, 2024, will reflect the new prices.

We sincerely appreciate the business opportunities that you provide us through your sales and promotion of the Kolbe family of products.

Sincerely,

A handwritten signature in black ink that reads "Jeffrey De Lonay". The signature is written in a cursive, flowing style.

Jeffrey De Lonay, President  
Kolbe & Kolbe Millwork Co., Inc.