



Monday, November 30, 2020

Tru Cabinetry Customers,

As we are all still experiencing a period of concern due to COVID-19, we remain committed to providing our customers with the best products and services available. Through these times of uncertainty, Tru is absorbing ongoing cost increases to help you avoid drastic fluctuations in your business. To offset these costs, we are always looking for alternative materials and sources to remain competitive and continue to invest heavily in equipment to deal with rising labor costs.

Despite all these efforts, we find it necessary to raise our prices by 4.6%. Normally, we would implement any necessary price increase during the 4th Quarter. However, with the overall strain that everyone has endured this year, we are delaying this necessary price increase until January 1, 2021. All our list prices will remain the same and the catalog is available to you on Tru Cabinetry's website in the Resource Center.

With this necessary price increase, we invite you to review some of the exciting new features coming to you in 2021.

- Soft close hinges become standard
- New Door Style
- New Finish
- New Wood Species – Rustic Hickory
- Updated Spec Book

Please see below for an example on how to calculate your new multiplier.

- Current Multiplier x Price Increase = New Multiplier

$$.310 \times 1.046 = \mathbf{.324}$$

If you have any questions about the timing or your multiplier, please call your sales representative or our customer service team.

Sincerely,

Allen G.  
VP Sales

CC: Butch Reimer, President  
Mark Brereton, VP of Finance  
Misty Koselak - Director of Sales, Jeff Lukes - Director of Sales  
Ryan Sharpe, CS Manager