



November 1, 2021

Dear Valued Customer,

We truly value your business and support of the Moen & CFG brands as we carry out our shared vision to enhance experiences with water. We will continue to provide superior innovation and quality coupled with best-in-industry customer support. Strengthening our partnership in 2021, 2022 and beyond will help us achieve even greater success together.

We have done our best to keep costs to customers low and reduce expenses wherever possible in 2021. Yet the industry continues to face inflationary pressures, most notably in the areas of supply chain and transportation, as well as increases in raw material costs. To maintain the innovation, quality, and service our customers have come to expect from Moen, we will be implementing a price increase across our entire portfolio (both Wholesale & Retail products) effective January 1, 2022. Price changes will vary by product category with a weighted average of 9.1% across Wholesale products.

Please note the following category adjustments:

• Core, Spec, 1 <sup>st</sup> Update, & 2 <sup>nd</sup> Upgrade Bath	9.0%
• Premium & 2 <sup>nd</sup> Upgrade Kitchen; Replacement Parts	11.5%
• CFG	11.5%
• Garbage Disposals	10.8%
• Accessories	6.6%
• Sinks	0.0%

Please note that November & December 2021 orders cannot exceed 100% of your average monthly dollar purchases based on the past three months' order history. Please also be aware that orders placed in November & December 2021 that haven't shipped by December 31<sup>st</sup>, 2021 will be subject to repricing on January 1, 2022.

**Job Quotes:**

Moen is committed to your partnership with respect to job work. We are reviewing all job quotes to ensure the most competitive pricing is in place as a result of the increase. Please contact your Moen representative to ensure that you have updated pricing. Moen reserves the right to change a quotation for any reason upon 30 days written notification.

**Electronic Price Files:**

Detailed price lists reflecting the price increases will be available online on November 1, 2021 via [www.moen.com/product-information](http://www.moen.com/product-information).

We appreciate your business and look forward to continuing to partner with you to bring the best that Moen has to offer to your customers. We value your partnership and are committed to providing exceptional products, services, and innovations to you and your customers.

Best Regards,

Bob Kibbe  
President – Moen Americas