



May 10, 2022

Dear Valued PCS® Business Partner,

In November of last year, we notified you that PCS® would increase prices to help offset the unprecedented cost pressures we were experiencing as a company. As we begin our new fiscal year, we continue to experience increases in our input costs of materials, transportation, and labor that outpace our price to the marketplace, negatively impacting company profitability. As we reviewed our current reality, it became clear that the price increase we announced back in November was not sufficient to cover the continued inflationary environment we find ourselves in. To address these escalating costs, PCS® will be increasing our cost factor by 8.0% effective July 1, 2022. There will be no change to list prices. Our attempt is to always provide as much notification as possible to minimize impact to your customer's project budgets. This action enables continued investment in PCS®, ensuring a superior experience to you and your customer. On behalf of everyone at PCS®, I want to thank you for your business and look forward to our ongoing relationship. Please contact your PCS® Territory Business Manager if you have any questions.

Regards,

Todd Sabine
VP - Dealer Distributor Channel
American Woodmark Corporation