

November 10, 2011

Wholesale Siding Depot
9860 Big Bend Blvd
Saint Louis, MO 63122-6574

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Over the past three years every company in the Window and Door industry has had to make difficult decisions to adapt to the historic housing market downturn. While Andersen has made changes to deal with the realities of the market we have also decided that supporting our customers and investing for the future must continue to be our number one priority.

Our commitment to customer service is demonstrated in the improvements we have made with Andersen Logistics, our expanded Architectural sales team and by bringing you valuable leads to help collectively improve our businesses. We believe that supporting the market with the broadest and best professionals in the sales and service arenas will allow us to better serve you and to collectively grow our market share.

The Andersen[®] A-Series and 100 Series product families represent the biggest innovation investments in the history of Andersen. They provide your customers with truly different and better solutions and they work to build your base of loyal Andersen customers. Andersen's launch of the 400 Series tilt-wash insert complements our 400 Series custom size casement, custom size patio doors and configured bay and bow units. Together, these products provide you with an outstanding portfolio to gain penetration and grow share in the important replacement market.

No one can predict what the market conditions will be in the coming year, but what we do know is that Andersen's commitment to customer service and investments behind innovation is driving share gains and setting the stage for significant growth in the future. To fund those investments, we will continue to reduce internal costs and implement a 3% price increase that will absorb a portion of the escalating raw material costs that we are experiencing.

The new pricing will be comprised of both discount rate and base price changes. Discount rate increases on Eagle[®] products may vary slightly from 3%. Your Andersen Sales Representative will furnish you with additional pricing information.

All orders received during normal business hours on or before Thursday, December 29, 2011 will be fulfilled with the current base prices and discount rates. Orders received after December 29, 2011 will be fulfilled with 2012 base prices and discount rates.* The earliest projected ship date for Category 1 and 2 items with new pricing will be January 13, 2012.