



October 18, 2019

Dear Valued Customer:

Thank you for your business and feedback this year. We remain committed to delivering a strong portfolio of products to the industry. Part of that process is to update the portfolio to make room for more innovative solutions. Enclosed is a short list of product discontinuances. New products introductions will be announced separately in December.

EXTERIOR PORTFOLIO SIDING & ACCESSORIES

- The Fluted Corner Post (FLUOCP) will be discontinued in 2020.

PORTSMOUTH SHAKE AND SHINGLES AND ACCESSORIES

- The Portsmouth Hand Split Shake (HSCEDAR) will be replaced in 2020.
- The Portsmouth Hand Split Shake Corner (HSCEDAROCP) will be also be replaced in 2020.
- The Hand Split Cedar Shake Starter Strip (JSTARTER) will be discontinued in 2020.
- The Universal Starter Strip (USSCEDAR) will be discontinued in 2020.
- Yellow Birch and Sandalwood colors will be discontinued in 2020.

As always, we appreciate your business and partnership and look forward to growing our businesses together in 2020. Please work down your inventories of the discontinued products over the coming months.

We look forward to discussing our new offerings soon. If you have any questions, please reach out to your Territory Manager.

Sincerely,

Bill Conlon
Vice President, US Sales



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