



November 26, 2024

A B C Supply Co #1271  
651 N Sheppard Drive  
Unit 420  
Houston, TX 77007  
Attn: Manager

## 2025 Price Adjustment for Doors & Windows

We are reaching out today to announce List Price adjustments for our Door & Window product lines that will be effective January 1, 2025. ProVia has maintained the current List Prices since February of 2023 and we have seen cost increases across many of our raw materials since that time and find it necessary to make the following adjustments.

### List Pricing

Entry Doors: 2.5% increase

Storm Doors: 3.5% increase

Vinyl Windows (excluding shapes) & Patio Doors: 2.9% increase

Vinyl Shape Windows: The base List Price for vinyl shapes will remain the same for 2025.

### Krypton Surcharge Update

The Krypton surcharges that are currently in place for all products ordered with Krypton gas (ComforTech TLK or TLK-UV) will remain unchanged until further notice.

If you have any questions, please feel free to contact Paul Alley ([paul.alley@provia.com](mailto:paul.alley@provia.com)) or our Customer Service Department at 800.669.4711.

This Thanksgiving season, we extend our deepest gratitude to our valued customers for your continued support and commitment to ProVia. We are truly thankful for each and every one of you and look forward to a mutually successful 2025.

Sincerely,

Dave Miller,  
Director of Pricing

104913



## Volume Discount Program for Doors & Windows

### Purpose:

To provide a pricing structure that recognizes a customer's commitment to promoting ProVia's door & window products.

### What is a Volume Discount?

Volume Discounts are discounts based on past 12 month sales totals. Net Pricing calculation is as follows (List Price x Base Discount x Volume Discount = Net Price).

### Volume Discount Levels:

- 15% – net purchases of \$800,000 or more
- 13% – net purchases of \$400,000 to \$799,999
- 10% – net purchases of \$200,000 to \$399,999
- 6% – net purchases of \$100,000 to \$199,999
- 3% – net purchases of \$50,000 to \$99,999
- 0% – net purchases of less than \$50,000

### How can I earn a better Volume Discount?

At the end of each day, our system will calculate your total purchases and credits (including all branches) for the prior 12 months. As your totals increase such that you reach the next discount level, the appropriate Volume Discount will be applied to all open and future orders.

#### Example:

- Currently you're receiving a 6% Volume Discount...
- As of yesterday's day end calculation, your prior 12 month totals equaled \$198,000...
- With today's day end calculation, your totals equal \$201,000...
- Our system will be updated immediately to reflect a 10% Volume Discount on all open and future orders

### Will my Volume Discount ever be lowered?

Volume Discounts will only be adjusted down once per year, in the event that purchases decline, and will be based on your prior 'calendar year sales'. These adjustments will be effective January 1st.

#### Hypothetical Example:

- Currently you're receiving a 10% Volume Discount which means 12 month sales should be over \$200,000...
- If on January 1st, your 12 month sales are less than \$200,000 (but more than \$100,000), then your new Volume Discount will be 6% and will apply to all future orders.

Effective January 1, 2024