

November 5th, 2020



Dear Valued SmartSide Customer:

Thank you for your continued support and strong demand built from LP® SmartSide® Trim and Siding. As we move into 2021, we are planning for another year of solid SmartSide growth driven by increased market penetration through the collective efforts of our teams.

In order to align more closely with market prices, we are announcing a 2021 price change. The price for some PIDs will increase, while the price for some PIDs will decrease. The weighted average price impact of these changes is projected to be between 3% - 5%. Customer specific price sheets will be distributed by your local SmartSide sales representative by November 5th.

Due to market demand, we will be unable to allow any additional quantity of products to be purchased in Q4, 2020 in excess of your current allocation.

Here is what it means for pending and future orders: Pending orders already received by LP will be at 2020 pricing regardless of when such orders ship. Future orders received on or after December 14, 2020, and shipped on or before January 3, 2021, will be at 2020 prices. Future orders received on or after December 14, 2020, and shipped on or after January 4, 2021, the order will receive 2021 pricing.

We recognize and appreciate your organization's commitment to LP. We look forward to growing with you in 2021.

If you have any questions about this information or your pricing program, please contact your local sales representative or our siding customer service group at 877-777-6158. Thank you for your business and continued support of LP SmartSide products.

Sincerely,

A handwritten signature in black ink that reads "Craig M. Sichling".

Craig Sichling
VP Specialty Sales and Marketing