



Dear Valued Customers,

We hope this letter finds you well, At Sun-Tek Skylights, we are committed to providing you with the highest quality products and services. Over the past 45 years, we have strived to maintain competitive pricing while delivering superior value to our customers.

We are proud to say that for the past two years, Sun-Tek Skylights has not implemented any price increases. However, we are facing significant challenges, particularly with the ever-rising inflation of materials. This inflation has become the biggest challenge for us, impacting our production costs, operational expenses, and ultimately, our pricing structure.

Regrettably, due to these ongoing challenges, we find it necessary to adjust our pricing to ensure the continued sustainability of our business and the uncompromised quality of our products. Therefore, we must inform you that there will be a price increase on our skylight products effective July 15, 2024.

The new List Prices are about 9% more than in 2022. We are able to keep the increase to this low level by changing the prepaid freight minimum from five glass skylights to 10 glass skylights. At the same time, we have decreased your cost per item for the smaller orders that do not qualify for prepaid freight.

We understand that any price adjustment may impact your budgeting and procurement decisions, and we want to assure you that this decision was not made lightly. Despite our best efforts to mitigate cost increases, we find it imperative to make this adjustment to maintain our commitment to excellence and reliability.

Rest assured, our dedication to providing exceptional products and services remains steadfast.

We sincerely appreciate your understanding and continued support as we navigate these challenges together. If you have any questions or concerns regarding this price increase, please do not hesitate to contact your dedicated Sales Representative or our Customer Service team.

Thank you for your continued partnership. We look forward to serving you with excellence in the years to come.

Warm regards,

A handwritten signature in blue ink, reading 'Ann Esposito', is positioned below the 'Warm regards,' text. The signature is fluid and cursive.

Ann Esposito

Director of Sales