

PRICING NOTICE: EFFECTIVE JANUARY 4, 2021

November 19, 2020

Dear Martin Door Dealer,

Last week in our [Dealer Memo](#), we updated you on the challenges we have been facing with labor shortages and supplier delays, which impacted lead times. We are working hard to get lead times down and hope to be back to normal by the beginning of the year.

We expect continued industry-wide increases in costs of operation/labor, transportation, and raw materials like glass, steel, and hardware, going into 2021.

In a normal climate, small industry fluctuations are absorbed - but the last few months have been anything but normal. Though we have successfully navigated through this pandemic so far, we can't ignore the trending cost escalation. So, effective January 4, 2021, we are making a few procedural changes and adjusting our pricing as follows:

- **CALLING AHEAD**

Due to vendor delays, we will contact all M-truck dealers on the Friday before your door is supposed to arrive if it is not going to be on the truck.

For Will-Call customers, please call before you pick up your door to ensure it is ready:
801-977-4234

- **PRODUCT PRICE INCREASE**

7.9% price increase on doors and parts. No increase on openers.

- **FREIGHT INCREASE ON TALL DOORS**

All doors over 9 feet high will be priced at:

Standard/Cornerstone..... Single \$52, Double \$82

Athena/Pinnacle/Chalet..... Single \$150, Double \$260

- **STORAGE FEE**

For those of you who visit us in person, you may have noticed that our dock is overwhelmed with custom doors that haven't been picked up (more than 500 and counting).

Effective January 4, 2021, we will begin charging a \$3 per door, per day, storage fee for doors not picked up 30 days or more after their ship date. We would be happy to bring your doors to you upon request.

Best Regards,
Martin Door Customer Service Team