



October 2, 2024

Effective January 1st, 2025 James Hardie will be implementing a price increase.

Thank you for your valued business and continued support. James Hardie remains dedicated to producing high quality products while investing in growth initiatives, including expanding production capacity, generating homeowner demand, and fostering innovation. These efforts are aimed at facilitating growth in our partnership. N&C and James Hardie are committed to maintaining a high level of communication and support throughout this transitional phase.

The price increase effective January 1, 2025 by product line are as follows:

Artisan	7%
Panel, Plank, Soffit & Shingles	6%
Trim and Batten	10%
Accessories	8%

In addition to the price increase, James Hardie has established price protected volume allocation for orders placed prior to the increase. Please contact your local Nicholson and Cates sales rep to discuss your individual pricing allocation amount. We reserve the right to limit extraordinary purchase activity that is beyond regular purchase patterns.

In order to ensure that orders can be processed prior to the increase, we have set an order deadline of Friday December 13, 2024 at 5pm EST. Orders placed through December 13, 2024 will receive current pricing, subject to allocation availability. All orders placed on or after December 16, 2024 or for shipment after January 1, 2025 will reflect the new prices. Price pages reflecting the above increases will be released in the coming weeks.

Please contact your Nicholson and Cates Territory Manager with any questions you may have. We, along with our supplier partners, remain committed to providing you with high-quality products and service. Thank you for your continued support!

Nicholson and Cates