

TO: **Our Valued Distributors**
CC: **Sales, Customer Service, Pricing, Marketing**
FROM: **Jerry A. Blais, Vice President – Marketing**
SUBJECT: **2012 Product Discontinuation**

At Napco® by Ply Gem, we continually strive to offer the most comprehensive and effective product offering to meet our customers' needs. To accomplish this goal, we need to periodically rationalize our portfolio. **As a result, the following product discontinuations will become effective on December 31, 2011 (unless otherwise noted).**

VINYL PRODUCTS

Profile Deletions:

- **American Accents™ Board & Batten** (36501) Deletion:** Profile, all colors
- **UltraSpan** (36452 & 36453) Deletion:** All profiles, all colors
- **Recessed Starter Strip (36547) for Lineals Deletion:** Profile, all colors

** Please stay tuned for more details regarding new, enhanced Board and Batten and soffit products available January 2012.

Color Deletions:

- **American Splendor® (36542, 36544, & 36543) Color Deletion:** Dune
- **American Herald® (36550, 36553, 36552, & 36554) Color Deletion:** Dune
- **Double 5" Premium Solid & Double 5" Premium Vented (36575 & 36576) Color Deletion:** Dune
- **4"x3/4" OSCP (40020) Color Deletion:** Dune
- **3/4" ISCP (364) Color Deletion:** Dune
- **7/8" J-Channel, 1" Face (40024) Color Deletion:** Dune
- **5/8" J-Channel, 1" Face (40026) Color Deletion:** Dune
- **1/2" J-Channel (36409) Color Deletion:** Dune
- **Finish Trim (40028) Color Deletion:** Dune
- **American 76Beaded® - 6.5" Beaded (36433) Color Deletion:** Cape Blue
- **5" Lineal (36538) Color Deletion:** Graystone, Linen, Stone Clay, Wicker

ALUMINUM PRODUCTS

- **Gutter Coil, Trim Coil, Soffit, Fascia and All Accessories Color Deletion:** Dune

SHINGLE SIDING

Do Not Mix:

Due to a formulation change, new variegated hand split and perfection colors which are very similar in color hue to the existing colors will be available January 1, 2012. The colors, names and product numbers will remain the same, but the products will not be mixable due to a formulation change. The cartons will be clearly labeled with a “do not mix” indicator. We do not plan on making any changes to samples or literature to note this formulation change. These changes impact the following products:

- Perfection Shingle Siding (Part #36417) in Shaded Cedar and Shaded Gray
- Hand Split Shingle Siding (Part #36469) in Shaded Cedar and Shaded Gray
- Perfection Shingle Siding Outside Corner Post (Part #36419) in Shaded Cedar and Shaded Gray
- Hand Split Shingle Siding Outside Corner Post (Part #36468) in Shaded Cedar and Shaded Gray

RICHWOOD EXTERIOR FINISHINGS®

Profile Deletions:

- **Richwood 4-1/2” Dentil Molding (Part # DENTILMD45) deletion:** Profile
- **Richwood 4-1/2” Dentil Molding End Block (Part # DENTILBK45) deletion:** Profile
- **Richwood – J-Block Mounting Block (Part # FMOUNTSNB) deletion:** Product and all 136 colors
- **Richwood – J-Block Mounting Block Solid 4” Knockout (Part # BLOCKSLD) deletion:** Product and all 136 colors
- **Richwood – deletion: Color Dune will be deleted from all IM accessories**

** Please stay tuned for more details regarding a replacement Universal Block that provides superior appearance and maximum adjustability.

To help you manage through inventory and ongoing project transitions, we are giving you as much advance notice as possible. We will continue to manufacture discontinued products through year end 2011. Please contact your territory sales manager for additional details on the product changes outlined above.

Stay tuned for announcements on new and exciting marketing enhancements for the 2012 season and thank you for your continued support of Napco®.