



1/5/21

TO OUR VALUED CUSTOMERS AND REPRESENTATIVES

Due to continued material cost increases we will be raising stock prices 6% across the board on orders placed after March 1<sup>st</sup>, 2021. Although you will receive specific prices netted out by item in the next couple of weeks please use this letter as your 45-day notice. The new prices will be calculated by multiplying by 1.06 and then rounding in the conventional way.

All stock orders, in normal quantity ranges (within 15% of norm), placed for immediate shipment through March 1<sup>st</sup> will be honored at the current prices. We will not permit delayed shipment orders past the increase date. Based on history, few customers will be impacted by these strictures.

Custom run jobs will be evaluated, as has always been our policy, as they come up for re-order, but you should anticipate custom increases.

We will be sending you detailed individual pricing within a couple of weeks. Please contact us at 1(800) 323-9099 or speak with your Brown representative if you have any questions.

We appreciate your valued support.

Sincerely,

M. Peter Luthy III  
Executive Vice President