



Sept 27, 2021

Dear Valued Customer:

Each year we set out to identify and implement improvements in our process, our operations, and our resources to mitigate the need for continued increases to our customers. However, industry wide increases in raw materials, freight and labor have drastically outpaced our level of absorption.

We understand that issuing a 2<sup>nd</sup> increase in 2021 is difficult. During our first round of increases and the second, we're passing along only a portion of the increases we're experiencing. This is a challenging time for us all.

Effective with all orders placed on or after Mon, October 4, 2021 we are implementing an **8% price increase** on all products without exception.

All orders prior to that will be honored at current price provided immediate delivery and quantity ordered does not exceed normal ordering volume.

We realize these necessary increases impact your business. As validation of our commitment to being a responsible and long-term supplier we will continue to monitor our processes to implement cost saving measures when possible. We thank you for your continued business and look forward to our successful future.

Please contact your representative with any specific questions.

Sincerely,

**Dan Doan**  
Vice President of Sales  
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