



1 February 2021

**\*\*\*WESCO PRICE INCREASE NOTIFICATION\*\*\***

Dear Buyer,

Due to continued upward pressure on pricing for raw materials and component parts of virtually every item in our catalog, as well as the persistence of the record-high ocean freight rates, Wesco Enterprises, Inc. is announcing a 4% increase across all our product lines, effective 1 March 2021.

Wesco did not take any increases in 2020 despite the difficult economic environment, and current market conditions do not allow us to continue without rationalizing our prices across our product lines. Moreover, most, if not all, of the retaliatory tariffs enacted under the Trump Administration have not been removed, and the additional tariffs under Trump run between 5% and 25%, *on top* of pre-existing tariffs.

Please note there are no buy-ins and February orders will be limited to 130% of the previous three months' purchasing average.

We understand the challenges facing all business in these trying times but are grateful for your understanding and support. Please reply or call with any questions. Thank you and stay safe.

Sincerely,

A handwritten signature in blue ink, appearing to read 'John Song'. The signature is fluid and cursive, with a large loop at the end.

John Song  
Wesco Enterprises, Inc.