

January 15, 2021

Mark Howenstine
Grabber Construction Products
5255 W 11000 N #100
Highland, UT 84003

RE: Price Increase

Thank you for your ongoing partnership with Babcock Davis.

This past year has been very challenging for everyone and we feel fortunate to have such great support from our valued customers. We truly appreciate your business, and we look forward to continuing to serve you in 2021.

During 2020 our business has been impacted by several cost increases including transportation, labor, and packaging. Most recently, we were notified of significant cost increases to the materials used in manufacturing our products. While we have absorbed these increases in the short-term, it has become apparent that we must increase our prices.

Effective March 15, 2021, Babcock Davis will be increasing prices by **6% across all product lines**. Additionally, the 3% tariff surcharge will be eliminated. We are in the process of updating the price books and we will do our best to have your updated price book to you by February 15.

We will honor all existing project specific quotes for orders released for fabrication prior to the expiration date and/or ship within 45 days of the expiration date.

Please contact your Babcock Davis representative for any assistance or with any questions you may have regarding this announcement. Babcock Davis values your business, and we look forward to a strong 2021.

Sincerely,



Ryan Hallesy
Director of Sales