



December 15, 2020

To our Valued Business Partners:

I would like to thank you for your support this past year in which we all have dealt with tremendous market disruptions. As we move into 2021, the market is facing extreme disruption in both raw material and containerized freight rates from around the globe. Steel and resins are escalating at alarming rates, steam ship lines have increased the market rates for containers dramatically in the past sixty days and available capacity is limited, land freight rates have increased, and we are also seeing cost increases in additional non-material/freight areas.

As a result, our company must adjust market pricing on our portfolio of products.

Effective January 18th, with all new order placements, the pricing will be adjusted at the rate of 8-14% depending upon the impact of increases on the product category. Your field sales representative will work directly with you on the implementation of the new pricing.

I, as well as our entire organization, appreciate your support and value your business.

Sincerely,

Scott G. Smith

Scott Smith
Chief Commercial Officer
PrimeSource Building Products

PrimeSource Building Products, Inc.
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