



April 16, 2021

Dear Valued Customer,

The U.S. steel market continues to tighten as mills struggle to keep up with heavy demand. Mill capacity has also been severely limited by multiple, lengthy blast furnace outages. This combination of strong demand and short supply have driven steel prices to record levels and have pushed lead-times out by several months.

With the additional uncertainty in the market and continued cost increases for steel, packaging and engineered wood, it is necessary to pass on a portion of these costs to our customers. Simpson Strong-Tie will have a price increase on all orders placed on or after **June 15, 2021**. Price increase percentages are outlined below. Truss plate price increase information is being sent to our Component Solutions customers separately.

Connectors, Rod Systems, Ready Products, CFS Clips & S/ Products	12%
Steel Strong Walls	12%
Wood Strong Walls	6%

See the second attachment in this email for your net pricing and freight program effective June 15, 2021.

Please maintain reasonable product order quantities prior to the effective date of our price increase. Orders placed between now and June 14 that are significantly larger than your normal purchasing trends will be reviewed and may not be honored at pre-increase pricing.

We appreciate your business and your continued support through this challenging time. If you have any questions, please let us know.

Sincerely,

A handwritten signature in black ink, appearing to read "Roger J. Dankel".

Roger J. Dankel
President, North American Sales
Simpson Strong-Tie Company