



February 1st, 2021

Dear Valued Customer:

Franklin International is committed to delivering quality products at competitive pricing and we are very sensitive to our customer partners that must compete in their markets. Over the course of the past several months, we have realized increases in costs on raw materials, packaging, labor and overall general operations. High demand of raw materials and packaging supplies has created shortages in many sectors, which has resulted in escalated product costs. We have absorbed these costs over many months but the increases are expected to continue and they have made it necessary for us to announce a price increase on all products.

While the costs listed above have already increased, we do realize that our partners need time to adjust their market pricing. In support of our partnership, this increase will not go into effect until March 1st. Below are the details of this pricing program adjustment:

- Effective Date:** March 1st, 2021
Range of Increase: 5%-10%
Order Requirement: All orders must be placed by February 26th for shipment within standard lead times. Please note that there could be delays with some shipments.
In addition, due to the industry wide raw material shortages we cannot allow additional orders out of your normal order patterns.
New Price Program: Updated price program will be provided as soon as possible.

We are committed to work to provide the highest quality products in the industry at the most competitive prices possible. You may contact your local Franklin International representative regarding any questions about the specifics of this increase.

We thank you again for your support and we look forward to our continued partnership.

Sincerely,

Scott Bowen
Vice President of Sales & Customer Service
Construction Products Division

Cc Marc Sims, Dan Kaufman & Angie O'Connor