



December 3, 2021

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 2022, the market is continuing to face disruption in several areas, including raw materials, inbound ocean freight and importing costs, domestic material handling, and higher outbound freight charges.

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

Effective January 3<sup>rd</sup>, 2022, with all new order placements, our pricing will be adjusted based on upon the impact of increases on the product category. On average, the increase will be in the mid-single digits on a percentage basis, although some will be higher and lower than that overall average. The items that will be higher than the average are directly related to costs associated with extraordinary efforts to ensure supply. These efforts include but is not limited to chartering vessels at double the market price to ensure supply for our customers.

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,

A handwritten signature in black ink, appearing to read "Scott Smith", is written over a light gray rectangular background.

Scott Smith  
Chief Commercial Officer  
PrimeSource Building Products