



September 1, 2017

Dear Valued Customer,

Over recent months, we have communicated the key raw material cost increases that have impacted our business. The most notable surrounds our pMDI and 134a blowing agent materials. These increases have been significant starting in early 2017. Additionally, the recent events of Hurricane Harvey has created stress and supply limitations to our industry's raw material supply chain.

Although we have been able to offset much of the increases through improved efficiencies at both our Norton, Ohio and Tomball, Texas facilities, the multiple circumstances noted above now require us to pass along a moderate price increase update for all product lines, effective October 1, 2017.

Because of limited raw material supply, we reserve the right to limit any orders placed at your current pricing level to one-tenth (1/10th) of your prior 12-month purchases. To qualify for current pricing, orders must be received, processed and shipped based on published lead-times and invoiced prior to September 30, 2017. Customer Care will begin sending your new pricing shortly.

Please contact your sales representative or myself if you have any questions. We appreciate your understanding and continued support.

Sincerely,

Kristen Lewis
Director, Sales
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800-321-5585, Ext. 1104

