

To: Sto Corp. Distributors
From: Kevin MacKinnon
Date: November 20, 2015
Re: 2016 Price Increase

At Sto Corp., we continue to evaluate our processes and capabilities in light of market developments and customers' requirements. In order to continue innovation in products and services, it is necessary for us to implement a price increase on selected products not to exceed 5%, effective with all shipments commencing February 1, 2016.

Sto sales personnel will be working with our channel partners regarding specific adjustments and to ensure an orderly transition in the marketplace.

As always, we appreciate your input, efforts and support of Sto as we work together for the success of all of our stakeholders.

Yours Truly,

A handwritten signature in blue ink, appearing to read "Kevin MacKinnon", is written over the typed name.

Kevin MacKinnon
Sr. Vice President, Sales & Marketing