

To: Sto Corp. Distributors
From: Kevin MacKinnon
Re: 2017 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 the following product segments of 5%, effective with all shipments commencing February 15, 2017.

- EIFS/ Stucco
- Air & Moisture Barrier
- Coatings
- Colorants

Sto sales personnel will be working with our channel partners regarding specific adjustments and to ensure an orderly transition in the marketplace. The new pricing specifics will be available through your eOrder account in January 2017.

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,



Kevin MacKinnon
Sr. Vice President, Sales & Marketing