



October 26, 2021

Dear Ali,

In July of this year, our CEO, Leonard Shutzberg, sent a letter to all Americo customers detailing the challenging environment we are facing in 2021. Along with most manufacturers, we are dealing with an unpredictable supply chain, including raw material shortages and cost escalations, logistical challenges, and a scarcity of labor in our manufacturing facilities. We remain committed to reducing the impact to our customers and are doing everything possible to avoid any disruptions in servicing your account. While these efforts continue, the unprecedented litany of material cost increases and labor shortages have forced us to implement a price increase at this time.

Effective November 1, 2021, Americo will be raising prices from 5% to 10% for most product categories; a very few select item groupings with the most severe cost escalations may require increases larger than 10%. Additionally, given significantly elevated shipping costs as well as the shortage of drivers across the US and Canada, Americo will increase our minimum order threshold qualifying for prepaid freight in the Domestic US and Canada to \$1,250.

Please recognize that this price increase will only cover a portion of the cost increases we've incurred. Americo continues to absorb a majority of our overall cost increases internally, and we will do everything in our power to minimize additional cost increases and potential service disruptions due to factors beyond our control. While some suppliers are placing certain key raw materials on allocation, the size of our company and the quantities of materials we consume annually give us significant influence in securing preferential treatment with our main suppliers.

Detailed pricing programs will be available soon. Thank you for your understanding and your continued faith and confidence in Americo Manufacturing Company.

Kind Regards,

A handwritten signature in black ink, appearing to read 'Rusty Heinsman', with a long horizontal flourish extending to the right.

Rusty Heinsman
Vice President U.S Commercial Products
Americo Manufacturing, Inc.