



Dear Valued Americo Customer,

Americo continues incurring cost increases in our raw materials, labor, energy, and shipping at an unprecedented rate. While we remain vigilant in pursuing all viable options to mitigate costs, improve efficiencies, and avoid disruptions in servicing your business, it has become necessary for us to raise prices 9.25% on all non-matting products\* and up to 25% on most rubber-backed matting products\*\* for all shipments leaving our facilities effective June 1, 2022.

On April 11, 2022, Americo announced a fuel surcharge based on the Department of Energy's National Average for diesel fuel, applied as a line item on all invoices qualifying for prepaid shipping. This fuel surcharge will be rescinded June 1, 2022. Additionally, to offset the rising costs and challenges of today's trucking industry, Americo will increase the minimum dollar amount on orders eligible for prepaid shipping to \$1,750, also effective June 1, 2022.

We deeply appreciate your support and business throughout these tumultuous times. It is our commitment to you that we will continue to do everything possible to avoid any disruption in our service level to you.

Regards,

A handwritten signature in black ink, appearing to read "Rusty Heinsman". The signature is fluid and cursive, with a long horizontal stroke at the end.

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