



PLZ Corp
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November 30, 2022

SUBJECT: 2023 Price Changes & Steel Tariff Change

Dear Valued Customer,

As we reach the end of 2022, PLZ Corp continues to feel the impact of inflation on components, raw materials, packaging and freight. Several key suppliers have maintained their increases on critical solvents, and labor continues to be a challenge throughout our manufacturing network, requiring significant wage increases and additional bonus payments to keep our lines fully staffed. As a result, PLZ Distribution will implement a price increase ranging from 0% to 5% for all orders placed on or after February 1, 2023. Attached please find our updated List Price Sheet and your Contract Price Sheet.

In 2018, the U.S. Government implemented a tariff on most forms of imported steel. Over the past few years, the rate of steel imports has fluctuated greatly, to the extent that our can suppliers have added those surcharges into the base material cost. If the tariff is not already reflected in your product cost, that charge will be included in your purchase price in conjunction with the February 1 adjustment. Therefore, the line-item surcharge on the bottom of your invoice will be eliminated.

If you have any questions, please contact your local PLZ sales representative. We thank you again for your business and continued support.

Regards,

A handwritten signature in blue ink that reads 'Derek Wallace'.

Derek Wallace
VP of Sales, Distribution
PLZ Corp