



Dear Valued Customer,

We would like to take this opportunity to thank you for your continued business and support.

We work hard to maintain our value proposition by balancing our quality products, services and cost. In general, we have successfully held or reduced our prices since our last adjustment effective in Q3 2023.

Despite efforts to continue to absorb cost increases, inflationary pressures related to rising raw material prices, increased labor expenses, and higher packaging costs require that we adjust our prices.

Effective for all orders received on or after April 15, 2025, we will be implementing a price increase based on product-specific cost drivers, with some product classes having no increase and others up to 8%. Your sales representative will provide specific details on how this affects your purchases.

To ensure fair ordering, we will review any orders placed beyond normal buying patterns before the price change takes effect.

We appreciate your business. If you have any questions or need assistance, please contact your Hoffmaster customer service representative or salesperson.

Thank you for your continued partnership.

Sincerely,

A handwritten signature in black ink, appearing to read "Jim Johnson", with a long horizontal flourish extending to the right.

Jim Johnson
Vice President, Sales & Marketing