



Bostik Inc. 11320 W. Watertown Plank Road, Wauwatosa, WI 52336 USA

February 25, 2021

RE: Price Increase

Dear Valued Customer,

First, I hope this letter finds you, your family, and colleagues safe and healthy. Many of the challenges that we faced last year are continuing in 2021. As the global economy continues its volatile recovery, we are seeing constraints and upward cost pressure in many areas of our business including commodity and raw materials, wages, logistics and freight, and increased costs associated with COVID sanitation protocols. Although we strive to manage costs wherever possible, these increases have outpaced our efforts to improve productivity, gain efficiency, and leverage our buying power.

Effective April 1, 2021 we will enact a price increase about 5% - 8% on various industrial product lines other technologies. . The new prices will be effective on any orders with a requested delivery date of April 1 or later. Your Bostik sales representative will follow up with a quotation for the impact to products you purchase, taking into consideration the specifics of your order quantities, credit terms, agreements, and other factors related to your account.

Our continued goal is to deliver the highest quality product with the reliability and supply security you have come to expect. This price increase will allow us to maintain these high standards. I would like to take this opportunity to thank you for your business and the privilege of continuing to serve your adhesive needs.

Regards,

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

Igor Leclere
Business Director
Industrial Adhesives – Durable Goods

