



Bostik, Inc., 11320 W. Watertown Plank Road, Wauwatosa, WI 53226, United States

September 13, 2021

RE: Surcharge effective November 15th

Dear Bryan Smith,

Global demand for goods continues to be strong and is putting tremendous pressure on raw materials, freight, packaging, and labor resulting in continued cost increases and delays. Bostik has worked diligently to maintain supply of our products to customers and our costs to serve you have been forced to much higher levels. The combination of these cost drivers include:

- Rapid rise in the cost of fuel and raw materials outpacing increases
- Labor costs growing in most markets
- Tremendous demand in the truckload markets as consumer goods, imported freight, and pandemic business restarts are outpacing market capacity. Driver shortages remain high and new equipment is slow to hit the market.
- Delays in obtaining raw materials, packaging, and carriers upends scheduling
- Truckload and LTL carriers are in a position to choose their customers and may refuse new business or cease carrying for existing customers
- Ocean freight congestion continues to drive delays and cost as shippers battle to find space on vessels and get freight out of ports

Effective for orders shipped on or after November 15, 2021, we will enact a surcharge of 9.5% on the invoice value on all shipments.

Please contact your sales representative for further details.

Bostik assures you of our commitment to provide the highest quality products, technical expertise, and dedicated service. Thank you for your continued business with Bostik.

Regards,

Matthew T. Ritter
Business Director
Durable Goods Global Business Unit

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