



# MASK-OFF COMPANY

STENCIL PAPERS

PROTECTIVE PAPERS AND FILMS

SPECIALTY COATINGS

P.O. BOX 1148 \* 345 WEST MAPLE AVENUE \* MONROVIA, CALIFORNIA 91016 \* PHONE (626) 359-3261 FAX (626) 359-7160

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Dear Valued Customer,

04/27/2021

I don't have to tell you how difficult the last 12 months have been on not only our personal lives, but our professional lives as well. The COVID-19 pandemic had a profound impact on Mask-Off on multiple levels. We are slowly beginning to see signs of recovery and we are so grateful to our customers for their continued business throughout the past year.

Like many of you, we have also been hit with price increases from suppliers like we have never seen before. In some cases, we have been given multiple price increases from the same vendor since January. One of the price increases we received on a critical chemical for multiple adhesives was a shocking 24%. Reasons listed for the unprecedented increases include global shortages and allocations of resin, increases in online ordering and home deliveries pinching the supply of corrugated and the Texas winter storm that crippled the state's ability to produce goods. The number and dollar amounts of the increases have become too much for us to absorb completely. Unfortunately, we are going to have to increase the prices on our Protex products.

Beginning on orders scheduled to ship after July 1, 2021, with the exception of the products listed in the table below, prices on our Protex products will be increased by 5%. The products listed below saw a higher percentage impact on the cost of goods and need to be increased at a different percentage rate.

Protex Product	Percentage Increase (07/01/2021)
8216-2 (green and clear)	6%
8216-2L (green and clear)	7%
223-2, 223-5 (All)	6%

These increases do not reflect the full impact of what we have been given this year. Mask-Off is absorbing a majority of the increases on multiple products, some are well over 15%.

## **Pre-Paid Freight**

Due to the consistently increasing costs from transportation providers we will need to increase the minimum pre-paid amount. Mask-Off will continue to offer to pay for freight for sales orders that exceed \$6,500 and being shipped to a location within the contiguous United States.



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It is unfortunate that the circumstances of this past year have created such a heavy impact on the global economy. Our team has had several conversations about trying to avoid a price adjustment or at least to minimize it. It seemed that each time we came to a resolution, we were sent another round of increase letters. I can assure you that we have carefully calculated the true impact of these increases to our production costs to minimize what we must pass on to you. We are continuing to receive notices from our suppliers and will absorb those increases for as long as possible, however it may become necessary to adjust prices again before the end of 2021.

Please contact us if you have any questions. As always, thank you for your business past, present and future.

Best Wishes,

Jim Sites