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June 4, 2021

Good Morning:

On March 13, 2020, I remember thinking to myself how the world was about to drastically change.

I just didn't think the world was going to change again on March 13, 2021, but here we are.

I'm going to skip the dissertation on the state of affairs, because I'm pretty sure we all "get it".

Effective September 1, 2021, Advance Tabco will be implementing a price adjustment.

The approximate increase will be 5% but some categories will be higher, some lower, some unchanged.

All orders received prior to September 1, 2021, for immediate shipment (4-6 weeks from PO date), will be honored at current pricing.

AutoQuotes will be adjusted August 1, 2021

We will NOT be publishing a new Price Guide or Flyer but will be available via our website and Excel format.

Acquiring raw materials continues to be a challenge and we have taken the position to purchase our required usage, regardless of the cost increases, to fill your orders on a timely basis.

Possibly not the soundest economic plan, but it is the one we have undertaken.

So far, we have been able to mitigate a disruption in production, but the next 45- 90 days will continue to be ... interesting, and communication will continue to be of critical importance.

Finally , I'd like to give a "shout out" to my fellow manufacturers, who have come up with some very clever and imaginative, pricing notifications, that even have me jealous.

Even with all the challenges we are facing, I just hope we don't start referring to 2020 as the good old days!

Optimistically,

Daniel Schwartz
Customer Service

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