



July 30, 2021

Dear Valued Customers:

Watson Bowman Acme Corp has provided responsible solutions to the construction industry over seven (7) decades and during many challenging economic conditions. While we strive to manage costs in order to shield our customers from any impact, we find it necessary to raise prices by approximately 7.5% across all product lines, with a few exceptions, starting September 1, 2021.

A continuation of material price increases, and in some cases force majeure, have been realized throughout the year on steel, stainless steel, aluminum, thermoplastics, resins, and other construction products we use in the manufacture of our products. Additionally, freight costs to receive raw materials at our factory have dramatically risen, and rising labor costs across our entire value chain has resulted in overall cost increases we can no longer absorb.

All existing, open quotations dated prior to April 1, 2021 will no longer be accepted after August 30, 2021 and shall be subject to a complete review. The noted price increase above shall apply to all new quotations, account contracts, and price lists starting September 1, 2021.

We understand that loyalty is earned, and our customers are our number one priority. Watson Bowman Acme promises to continue to monitor the market and work with our vendors to continue to be your advocate. We appreciate your business and for your courage to continue to operate during these unprecedented times.

As noted above, we have been able to hold pricing on a few product lines. Our sales professionals have been alerted to those specific products and will work with you on project-specific pricing during this transition period.

Regards,

A handwritten signature in black ink, appearing to read "Gary Moore".

Gary Moore, P.E.
Vice President

A handwritten signature in black ink, appearing to read "Earl Hernandez".

Earl Hernandez
Sales Department Manager, North America