



January 9, 2023

Dear Valued Customers:

We continue to see external factors beyond our control that affect our ability to hold pricing across our portfolio. We will invoke price increases at a product line level where raw material costs and inflation exist beyond what we can absorb. The price increases will take effect as of February 9, 2023.

Sector	Price Increase	
All Sectors	Extruded neoprene seals	18%
Bridge – Fabricated products	Project-specific pricing outlined in each quotation Fabricated Package price list to be issued on or near February 1, 2023.	
Bridge – Maintenance products	Wabo®SPS	5%
	Wabo®SiliconeSeal	5%
	Wabo®Sil	5%
Commercial & Parking Structures, And Stadium/Arenas	Wabo®FireShield – Horizontal FSH and Vertical FSV	5%
	Wabo®FireFlex – Horizontal and Vertical	15%
	Wabo®FlameGuard II – Horizontal and Vertical	15%
	Wabo®SeismicWeatherSeal (SWS)	5%
	Wabo®HSeal	5%

All existing open quotations dated prior to October 1, 2022 shall no longer be immediately accepted after February 9, 2023 and be subject to a complete review. The noted price increases above shall apply to all new quotations, account contracts, and price lists starting February 9, 2023. We shall reserve the right to invoke additional price increases to address uncertainties outside of our direct control.

We appreciate your business, and our sales professionals will work with you on project-specific pricing during the transition period.

Regards,

Gary Moore, P.E.
Vice President

Earl Hernandez
Sales Department Manager, North America