



January 1, 2022

To: Insulfoam Customers

Re: Price Increase – Effective February 1, 2022

Unfortunately, due to the severe inflationary period that we are all currently experiencing, we continue to see costs steadily increasing in all areas of our business. Raw materials, energy, freight, and labor rates continue to increase at a rate that we cannot fully absorb. In turn, Insulfoam will increase pricing by an additional 8% effective February 1, 2022. This increase is in addition to previously announced increases and will be in effect for all product shipping on or after February 1st.

Please direct questions regarding this announcement to your Territory Sales Manager or Regional Sales Director.

Thank you for your continued support of Insulfoam.

Sincerely,

A handwritten signature in black ink, appearing to read "IAN ECKMAN".

Ian N. Eckman  
National Sales & Marketing Manager  
Insulfoam