



H.B. Fuller Construction Products Inc.

# Childers®

Mastics, Coatings, Adhesives, Sealants

May 27, 2022

Dear Valued Customer,

As I am sure you are aware, the world continues to experience mounting pressures across the entire supply chain in addition to rampant inflation beyond what we already experienced last year. Transportation availability & cost increases along with continued supply disruptions on many raw material chemistries have led to the necessity to accept higher prices from our suppliers to secure raw materials and ensure our customers are able to get the products they need. A portion of the many causes of this are:

- Continued increases on both incoming and outgoing transportation along with additional cost to secure transportation and soaring fuel surcharges from many vendors.
- Extreme raw material price inflation.
- Overall raw material supply shortages, allocations and delayed deliveries has magnified the importance of securing the required raw materials to meet customer demand.
- Truck driver shortages.
- Shortage of ships and container availability for both imports and exports.
- Decrease in the available labor pool across all industries.
- Increase in labor costs across all industries
- Renewed COVID-19 lockdowns in global markets.

Due to these continued challenges and cost increases, H.B. Fuller Co. will be implementing a **price increase of 7%** on all Foster® and Childers® orders shipped on or after **July 2<sup>nd</sup>, 2022**.

We truly value our partnership and do not take these actions lightly. We are continuing to work hard to minimize the impact of volatile market conditions on our business's and will continue to assess and provide updates. We remain committed to doing everything in our power to ensure we can supply product to meet customer demand and providing consistent high-quality products and services to best serve you and your customers. Your local territory sales manager will provide you with details on the increase as well as updated price lists. If you have any questions, please do not hesitate to contact your sales representative.

We appreciate your business and thank you for your continued business and support.

Sincerely,

Ed Zielnicki  
Sales Manager  
H.B. Fuller Construction Adhesives

*Globally specified, proven and preferred.*