

November 9, 2020

RE: 2021 Price Increase – Effective January 19, 2021 for BES Canada

Dear Valued Henry Customer,

We thank you for your continued business and support of Henry products during this time of uncertainty and challenging market conditions.

In the past few months Henry Company has seen unprecedented factors from COVID-19 impacting our operating structure as it relates to higher raw material costs, higher packaging costs, increased health & safety procedures, and higher labor costs.

Effective January 19, 2021 Henry Company will **increase prices 5%** for Commercial Building Envelope and Retail products. Orders received before this date will be priced at current pricing. All orders must ship by February 5, 2021.

December and January orders of Henry products may be limited to +10% of the last three month's average purchases.

New price lists will be issued in November and your local Henry Sales Representative will be in contact with you to review the changes and answer any questions you may have. Work with them to also review any projects which may have been quoted using our current pricing. We remain committed to providing you with the highest performing products and the best customer service in the industry, and hope that you will understand the need for this action.

We appreciate your business and look forward to continuing to serve you.

Best Regards,



Marc Tropper
Senior Vice President, North America
Building Envelope Systems



Nathan Hounslow
Regional Manager, Canada Commercial
Commercial Building Envelope Systems



Brad Armstrong
Vice President, Canada Retail
Building Envelope Systems