

November 11, 2021

To our Valued Customers,

Effective January 10, 2022, Romac Industries will implement a price increase on all products ranging from 8 – 12 percent. This price increase will be implemented through a List Price increase along with revised product discounts. This increase is due to continued escalating raw material, freight, labor and operating costs. Orders placed after January 9, 2022 will reflect the new pricing structure. In addition, the full freight allowance will be increased to \$3500 net price and \$4100 net price to Alaska, Hawaii, and Canadian shipments to Newfoundland and Labrador.

Your current net price quotations will be honored until their expiration date and quotations provided moving forward will be based on the January 10, 2022 pricing increase. Your Area Manager or Customer Service Representative at 800.426.9341 will be available to assist with any questions concerning this new pricing structure.

Electronic versions of the new List Prices will be available to download from our website, www.romac.com, by December 20, 2021.

New Catalog Pricing will be available on our website, www.romac.com, prior to the increase. Hard copy catalogs will not be shipped unless you request one from your Area Manager, or through Customer Service, and we expect these to be available by the end of January.

As always, we value your business and appreciate your continued support while we adjust to changing and challenging market conditions.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Todd Wilson'.

Todd Wilson

Vice President – Sales & Marketing

Romac Industries, Inc.