

**Tremco Incorporated**

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**TREMCO**<sup>®</sup>

Commercial Sealants &amp; Waterproofing

**Michael J. Soeder**

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S.S.I.

ATTN: Denise Gibson  
2367 GLENDA LANE  
DALLAS TX 75229

July 28, 2011

Dear Tremco Customer:  
Subject: Price Increase

We continue to experience extreme volatility and inflationary pressure with key raw materials and the freight associated with the delivery of our finished goods. While we understand the difficulty of passing along increases in a contracting market, we remain steadfast in our belief that our industry should not be expected to fully absorb these rapid and dramatic increases. We have made every effort to mitigate these increases through negotiation with our suppliers and internal cost control. Unfortunately, we have exhausted those options and must pass along a portion of these increases to our customers.

**PRICE INCREASE**

We will be implementing a price increase effective September 1, 2011. The increase will be at 9.6% across the board for all products.

While our freight policy remains the same, we have revised our thresholds for freight and pricing levels effective on September 1, 2011 with the overall price increase.

Orders placed prior to August 29 and shipped prior to September 16 will be invoiced at the old price.

As in the past, please refer to the attached security code letter and proceed to the secured web site to make your selection for the manner in which you receive your price pages. Your price pages will be sent to you based upon your selection as soon as they are published. By selecting either a .pdf version or a spread sheet version you will receive your price pages much quicker and in a more user friendly format. **YOU WILL NEED TO MAKE YOUR WEB SITE SELECTION NO LATER THAN AUGUST 8, 2011.**

Price lists are in the process of being updated, and will be forwarded just as soon as possible. Should you have any questions, please feel free to contact your local representative or our Customer Service Department.

We remain committed to providing you with the high level of quality service you are accustomed to receiving from Tremco. We value and appreciate your business and thank you for your continued support.

Best regards,  
Mike Soeder

Just another Building