

January 18, 2022

### Price Increase Notification

On behalf of the entire SurfaceWorks team, I would like to thank you for your continued loyalty and support. We appreciate your business, and will always find ways to continue to provide you with the highest quality products and services our industry has to offer.

This letter serves as notification of an upcoming price increase. This price change will take effect February 1, 2022.

There have been a number of events that have directly and indirectly impacted our industry such as materials from various supplier including; base components, power and data units, laminate, core, backer, adhesive, edgeband material and corrugated shipping materials.

We have attempted to do our best in managing these internally through a series of increased plant efficiencies, cost down measures and other activities. At this point, we can no longer buffer our valued customers from these rising input costs and are forced to pass along a 10% increase so we can maintain the same level of service and quality that you expect from SurfaceWorks. The 10% Increase will be incorporated in CAP and Project Matrix pricing.

**Note: SurfaceWorks has not passed on a price increase since 2019.**

We incorporated a 7% surcharge in July 2021 which is still in effect. Applying a surcharge gives us the flexibility of removing and/or adjusting when the costs start to normalize. If you have a contract, the surcharge acceptance varies. Please contact your account administrator with questions.

Find our catalogs on our website at:

[https://www.surfaceworks.us/media/pricelists/SW\\_Pricelist\\_originallines\\_nov2019/](https://www.surfaceworks.us/media/pricelists/SW_Pricelist_originallines_nov2019/)

[https://www.surfaceworks.us/media/pricelists/SW\\_Pricelist\\_izy\\_jun2021/](https://www.surfaceworks.us/media/pricelists/SW_Pricelist_izy_jun2021/)

We are confident that you will find the quality of our products even in light of these new prices to be quite reasonable and competitive. If you have any questions or concerns, please don't hesitate to contact me.

Sincerely,



Kelly A. Ciezki

Operations / Contract Manager

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