

June 2021

Dear Customers,

PPC Insulators is firmly standing behind its mission and values promising to supply high quality products to all customers around the world. We endeavor to keep our reputation as the reliable and responsive partner in order to be able to do so, we need to act on our prices.

Due to the negative impact of the pandemic followed by the dramatic increase of transportation costs, metal prices, packaging costs and inflation, it is not possible for us to keep absorbing and offsetting those additional costs solely by internal processes improvements.

Therefore, we are pushed to the adjustment of the selling prices, and we need to inform you, about the following necessary measures:

- The new pricing will be applied to all new quotations starting on July /2021.
- The open quotes will be revised and adjusted accordingly.
- The offer of freight price is based on today's rates and will be adjusted at the time of order according to the actual rates.
- For specific frame agreements, we will work closely with our strategic customers to determine adjustment formulas on case-by-case basis.

PPC encourages our customers to reach out to our regional sales managers and customer service teams with their current and future product needs. Placing orders in advance provide us better visibility of your needs and it will certainly help us better plan our supply chain to help mitigate the need of future increases.

Should you have any questions, feel free to contact our local Sales Representatives for more details.

As always, we certainly appreciate your understanding and continued support to our business.

Yours Sincerely,



Wolfgang Welsch

Global Sales and Marketing Director