

To our valued customers,

As we continue into 2022, all indicators point to another most difficult and challenging year with respect to supply chain support: material pricing, material surcharges, material availability, inconsistent lead times and freight charges.

Glenrock continues its commitment in providing you with exceptional service, support and information as it relates to your material supply needs. As we work to keep you informed, we encourage you to call our branch offices or your account manager for the most current information possible. Material pricing and surcharges are subject to change without notice.

As of **February 1, 2022**, manufacturer surcharge:

➤ **MASTER BUILDERS SOLUTIONS**

- 16%: Concrete Repair (Cement), Cures & Surface Treatments (Water-based), Grouts (Cement), Waterproofing (Cement)
- 20%: Wall Coatings, Water Repellents, Cures & Treatments (Solvent-based)
- 25%: Joint Sealants (Hybrid & Other Technologies), Deck Membranes (Non-epoxy), Corrosion, Cures & Treatments (Hardeners), Air Barrier Liquid Flashings
- 30%: Joint Sealants (Urethane), Waterproofing (Urethane), Concrete Repair (Epoxy/Urethane), Air Barrier Coatings
- 40%: Adhesives (Urethane), Concrete Strengthening,
- 50%: Deck Membranes (Epoxy)

➤ **SIKA CORPORATION**

- 35%: Epoxy Resins and Primers
- 35%: Silicone Sealants
- 20%: All other products

➤ **TREMCO COMMERCIAL SEALANTS & WATERPROOFING**

- 10%: Spectrem 3, Spectrem 4
- 50%: Spectrem 1, Spectrem 2, Tremsil 400, Tremsil 600, Proglaze SSG, Proglaze II, Spectrem 800, Spectrem 900SL, TREMstop Fyre-Sil Gun Grade, TREMstop Fyre-Sil Self Leveling

➤ **MOMENTIVE PERFORMANCE MATERIALS, INC. (GE SILICONE)**

- 12%: All Products

➤ **METGER-MCGUIRE**

- 15%: Polyurea Products
- 20%: Epoxy Joint Filler / Repair Products- 10-gallon units
- 35%: Epoxy Joint Filler MM-80- 1-gallon units



Master Builders Solutions
 Construction Systems US, LLC
 Shakopee, MN 55379 USA

January 14, 2022
 Konrad Wernthaler
 Senior Vice President
 Master Builders Solutions
 Construction Chemicals NA

Dear Master Builders Solutions Customer:

As a result of continued rising costs for raw materials and transportation, we must again update the surcharge applied to Master Builders Solutions products, effective January 15th, 2022. The updated surcharge for all **Commercial Construction Systems products** for the United States and Canada is noted in the table below. For your reference, a price list showing your prices inclusive of this surcharge will be distributed to you by January 21st, 2022.

Product Category	Surcharge Effective January 15, 2022
Adhesives - Urethane	40%
Air Barriers - Coatings	30%
Air Barriers - Liquid Flashings	25%
Concrete Repair - Acrylic	27%
Concrete Repair - Cementitious	16%
Concrete Repair - Epoxy / Urethane	30%
Concrete Strengthening	40%
Corrosion	25%
Cures & Surface Treatments - Hardeners	25%
Cures & Surface Treatments - Solvent Based	20%
Cures & Surface Treatments - Water & Exempt Solvent Based	16%
Deck Membranes - Epoxy	50%
Deck Membranes - Non-epoxy	25%
Grouts - Cementitious	16%
Grouts - Epoxy	35%
Joint Sealants - Hybrid & Other Technologies	25%
Joint Sealants - Urethane	30%
Wall Coatings	20%
Water Repellents	20%
Waterproofing - Cementitious	16%
Waterproofing - Urethane	30%

Master Builders Solutions
 Construction Systems
 889 Valley Park Drive
 Shakopee, MN 55379
 Telephone: (952) 496-6000

A brand of
MBCC GROUP



These updated surcharge rates will be applied to all orders shipped after January 14, 2022. Please note the following guidelines for all orders:

- Orders shipped prior to January 15th, 2022 will be invoiced at current pricing and subject to surcharge rates in effect at the time of shipment.
- Orders placed prior to January 15th, 2022 and shipped after January 14th, 2022 will be invoiced at the new surcharge rates.
- Orders placed and shipped after January 14th, 2022 will be invoiced at the new surcharge rates.
- Orders will be processed and shipped according to our terms and conditions with our best efforts to ship complete.

We will continue to work with our vendors to minimize supply disruptions and negotiate pricing. We value your continued support and commitment to Master Builders Solutions. If you have any questions, please feel free to contact your local sales representative.

Sincerely,

A handwritten signature in black ink, appearing to read "Konrad Wernthaler".

Konrad Wernthaler
Senior Vice President
Master Builders Solutions-Construction Chemicals NA



JANUARY 2022 SURCHARGE INCREASE

Dear Valued Customer,

As we moved into 2022, we have continued to experience significant negative impacts of raw material costs, supply, labor shortages, and trucking/shipping. These have both constrained supply and continued to exert upward pressure on material costs for Sika and the entire industry. Sika continues to work diligently with suppliers around the world to secure materials to enable us to supply our customers and keep your projects moving forward. In order to continue these best efforts, we are forced to **increase our Supply Surcharge as follows:**

Silicone Sealants – Surcharge moves from 30% to 35%

Epoxy Resins and Primers – Surcharge moves from 30% to 35%

All Other Products – Surcharge moves from 16% to 20%

The above surcharge changes will apply to all orders SHIPPED on or after February 1.

Lastly, we will be updating the existing price books to reflect the addition of new products for 2022, any changes in existing products (shipping locations, packaging, etc), and updating pricing on a few key products that have been overproportionately affected by cost increases. All price book changes will be highlighted in yellow in order to quickly identify where these changes were made.

Sika will continue to do our best to manage through these unprecedented market conditions and we are fully committed to minimizing the impact of the surcharges on our mutual business. If you have any questions, please do not hesitate to contact your Regional Manager or myself to discuss further.

Regards,

A handwritten signature in black ink, appearing to read "Mastro", is written over a light blue horizontal line.

Michael Mastro

VP – Commercial RSB



Tremco Incorporated
 3735 Green Road
 Beachwood, OH 44122
 US: 800.852.9068
 Canada: 800.263.6046
 www.tremcocpg.com

October 20, 2021

Dear Tremco Customer,

As a responsible manufacturer, Tremco Construction Products Group has been committed to providing updates regarding raw material cost and supply situations. Major global supply chain disruptions have significantly reduced silicone supplies, resulting in substantial material shortages to the North American construction industry. These shortages are not expected to subside until after the first half of 2022.

Some of the situations that have affected silicone raw material supply are:

- Prolonged outages at major silicone producers in 2020 and 2021
- Power-rationing orders in China heavily impacting silicon metal production - an energy-intensive production process (China produces 70% of silicon metal globally)
- Already-limited silicone material production being directed to specialty and consumer products
- A lack of major investments in silicone production outside of China resulting in a constrained global raw material production and supply
- Labor shortages combined with increased labor costs
- Severe logistical delays caused by extended transit times, incomplete shipment status information, and inadequate transportation capacity (shortage of drivers, ships, containers, etc.)

The chemical industry also faces silicone material cost inflation anticipated to reach levels 3-4 times higher vs. January of the prior year, with the cost impact considerably higher than our price increases to date. Because of these combined, extraordinary challenges, we are required to take immediate actions to ensure we act responsibly during this unprecedented period.

Effective immediately, we will be implementing the following surcharges on Tremco silicone sealant products. Depending on the evolving cost and supply situation, these surcharge percentages and their duration may change to reflect future market conditions:

Silicone Product Lines	Surcharge
Spectrem® 3 Spectrem® 4	10%
Spectrem® 1 Spectrem® 2 Tremsil® 400 Tremsil® 600 Proglaze® SSG Proglaze® II Spectrem® 800 Spectrem® 900SL TREMstop® Fyre-Sil Gun Grade TREMstop® Fyre-Sil Self-Leveling	50%

In addition, we will be indefinitely suspending production of some lower volume silicone sealant products to shift raw materials towards products with higher volume demand. We will provide further details on the specific products impacted in future announcements. Please be advised that limited raw material availability will result in us not being able to fulfill orders at historical levels, but our technical sales representatives and customer teams will work with you on your project requirements.

While this is an extremely difficult time, we are proactively taking action to maximize what we can supply to you that includes, but is not limited to, leveraging our global supply team to maximize our purchases of raw materials, redirecting our production towards higher-demand products, and providing a Sealant Alternative FAQ document that outlines alternative products substitution options by application. Tremco remains focused on being transparent, and will communicate any future price increases, surcharges, and information on product availability and replacement offerings in a timely manner.

We greatly appreciate your business and are sincerely dedicated to supporting you as we address this silicone shortage situation.



Chuck Houk
President
Tremco Commercial Sealants & Waterproofing



Momentive Performance Materials Inc.
260 Hudson River Road
Waterford, NY 12188
momentive.com

January 24, 2022

Subject: Immediate Price Increase for AMR Construction Sealants & Coatings

Dear Valued Customer:

Momentive continues to experience severe inflation and unprecedented demand. Due these factors, Momentive is implementing an immediate 12% price increase.

This increase will take effect immediately with the following actions:

- All open orders will be repriced. Customers will have the opportunity to accept the new price or cancel their order. Orders will not ship without acceptance of the new price.
- All offlist and sales deal pricing will increase 12%, no exceptions.
- List pricing will increase on select product lines.

If you have questions, please contact your local Momentive sales representative for more information.

Momentive is committed to providing excellent service and on-time delivery of the GE Silicones branded portfolio of sealants and coatings. We appreciate your business and look forward to strengthening our relationship through continuous improvement.

Sincerely,

John F. Zerebynsky
Americas & EMEA Product Manager
518-416-5736
john.zerebynsky@momentive.com

