

September 27, 2021

Dear Valued Customer:

Material cost increases have been seemingly constant over the last year, and these increases are continuing into Q4 of 2021 as well as Q1 of 2022 – including an unprecedented increase in wire from rod mills, as well as aluminum up another 20% since July. While material continues to climb, nearly every other component in our supply chain has seen significant inflation, particularly over the past few months and going into 2022. As a result of these increases, it is necessary for TRUFAST to implement a price increase, effective November 1, 2021.

Products and increases are listed below:

Carbon Steel, Pre-Assembled, and Bi-Metal Fasteners	10%
Galvalume & Induction Weld Plates	12%
Termination bar	\$.04/FT
Base Sheet Fasteners	12%
Adhesives	8%
All other products	4%

Your updated price book will be sent by October 25, 2021. Due to the significant number of open orders, these increases will be effective on all products shipped on or after November 1, 2021, regardless of order date.

Thank you for your business and continued support.

Sincerely,



Jon Meyer

Vice President Sales, TRUFAST

