



We create chemistry

February 15, 2019

Dear Valued Customers:

Watson Bowman Acme Corp has provided responsible solutions to the construction industry over 68 years and during many challenging economic conditions. We thank you for your business as we value relationships with our long-standing customers and strongly desire to build relationships with new partners. After much consideration, WBAC has made the difficult decision to raise prices on products that have been affected by increases in cost to manufacture. All existing, open quotations dated prior to September 1, 2018 shall be subject to price increases outlined below and noted price increases shall apply to all new quotations and new account contracts starting March 1, 2019.

Material price increases have been realized on steel billets used to produce our rolled steel shapes, stainless steel, aluminum, thermoplastics, resins, and PTFE due to a shortage. Additionally, freight costs to receive raw materials at our factory and rising labor costs to manufacture and assemble our finished products has resulted in overall cost increases we can no longer absorb.

WBAC sales representatives alerted our account-based customers in a timely manner last year on pending changes with a projected increase. We will hold previously agreed upon pricing for these specific instances but increases on products below shall occur on all new orders.

<b>Sector, Product and Product Line</b>	<b>Price Increase</b>
Wabo®Crete II – All sectors served	2%
<b>Bridge &amp; Highway</b> All Products <b>with the exception of:</b>	5%
<b>Wabo®StripSeal</b> shapes and fabricated assemblies (Shape type dependent)	5 - 10%
<b>Wabo®Modular systems – all types</b>	20%
<b>Parking and Stadium</b> All Products	5%
<b>Architectural/Buildings</b> All Products	8%

Regards,

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Business Director

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