

January 20, 2022

To all our valued customers,

Due to the cost of raw materials & transportation our manufacturers across the board are raising prices. We will be implementing a price change to the products listed below. If you have any questions regarding these increases, please contact your local Herman's Supply Company sales representative or e-mail [sales@hermanssupply.com](mailto:sales@hermanssupply.com) or visit <https://hermanssupply.com/vendor-announcements/> for copies of manufacturer price change letters.

**SLOPE ROOFING PRODUCTS**

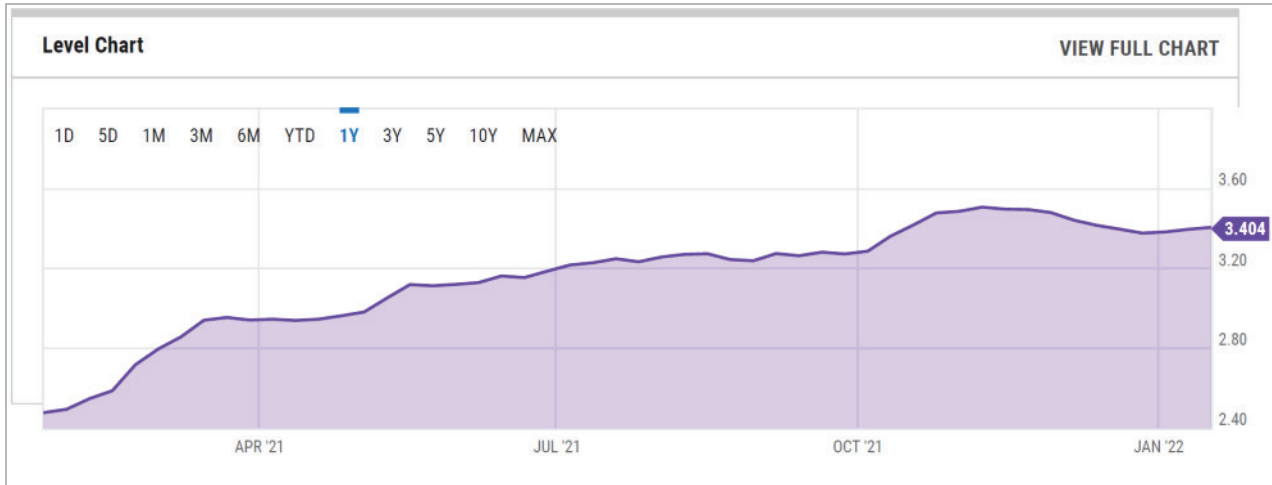
| <b>PRODUCT LINES</b>           | <b>APPROX. INCREASE %</b> | <b>EFFECTIVE</b> |
|--------------------------------|---------------------------|------------------|
| GAF Slope Roofing Products     | 6% -10%                   | April 1, 2022    |
| CertainTeed Accessory Products | 6% -10%                   | April 1, 2022    |
| IKO/CRC Slope Roofing Products | 6% -10%                   | April 1, 2022    |
| OC Slope Roofing Products      | 6% -10%                   | April 1, 2022    |
| BPCO Slope Roofing Products    | 6% -10%                   | April 1, 2022    |
| Slope Roofing Accessories      | 6% -15%                   | April 1, 2022    |
| Service Delivery Charges       | 15% to 25%                | April 1, 2022    |
| Fuel Charges                   | 35% - 40%                 | April 1, 2022    |

**COMMERCIAL BUILDING PRODUCTS**

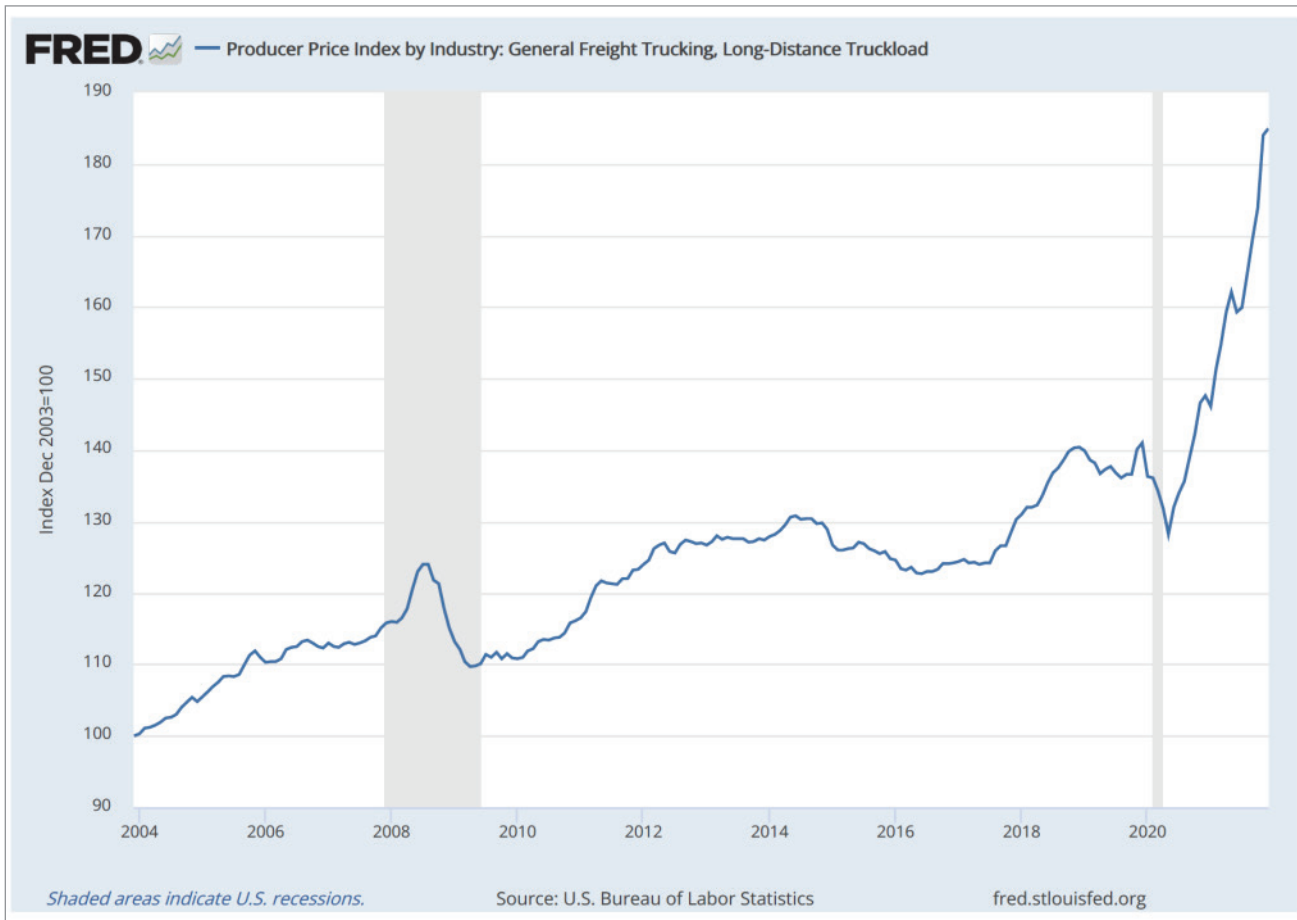
| <b>PRODUCT LINES</b>        | <b>APPROX. INCREASE %</b> | <b>EFFECTIVE</b> |
|-----------------------------|---------------------------|------------------|
| TPO, PVC & Accessories      | 10% - 15%                 | April 1, 2022    |
| EPDM Membrane & Accessories | 10% - 12%                 | April 1, 2022    |
| Poly ISO , XPS              | 10% - 12%                 | April 1, 2022    |
| Commercial Fasteners        | 25% - 30%                 | April 1, 2022    |
| Commercial Plates           | 30% - 60%                 | April 1, 2022    |
| Modified Rolls              | 10% - 12%                 | April 1, 2022    |
| Mastics/Primers/Adhesives   | 12% - 15%                 | April 1, 2022    |
| Asphalt Board               | 8% - 10%                  | April 1, 2022    |
| Asphalt                     | 8% -10%                   | April 1, 2022    |
| Perforated Felt             | 10% - 15%                 | April 1, 2022    |
| Type IV Glass               | 10% -15%                  | April 1, 2022    |
| Dens Deck                   | 10% 15%                   | April 1, 2022    |
| Drains & Vents              | 10% 15%                   | April 1, 2022    |
| Commercial Tools            | 10% -15%                  | April 1, 2022    |

**⚠ Please see the following pages for more information on why roofing material prices are rising across the world!**

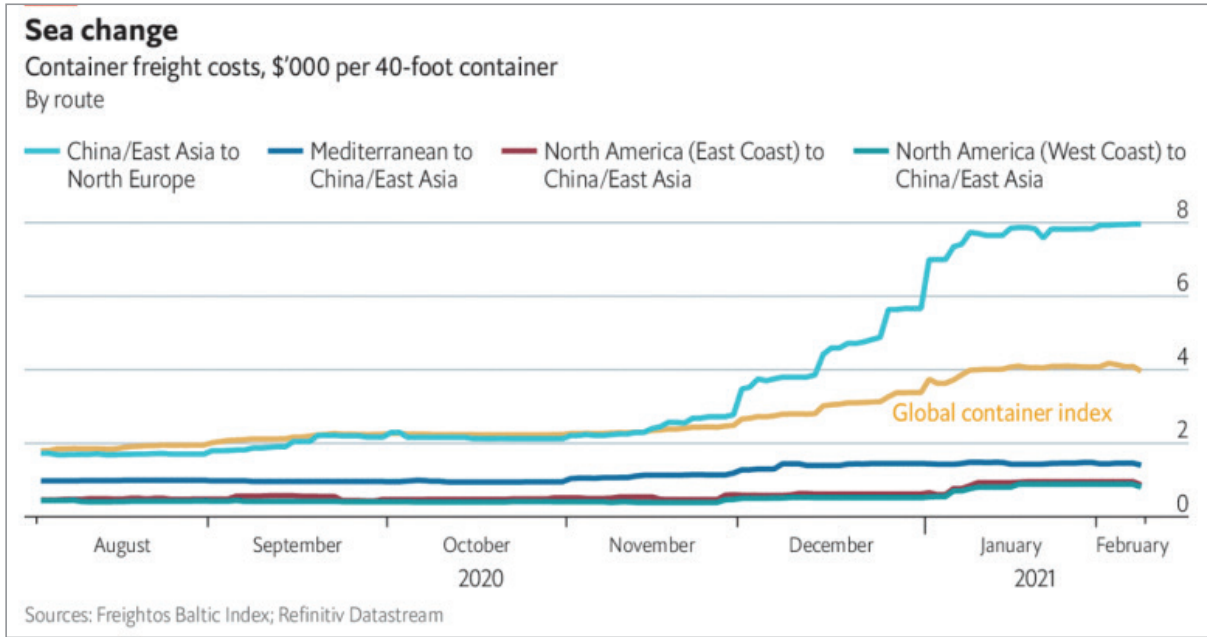
**PRICE OF FUEL HAS INCREASED 37.7% YEAR OVER YEAR!**



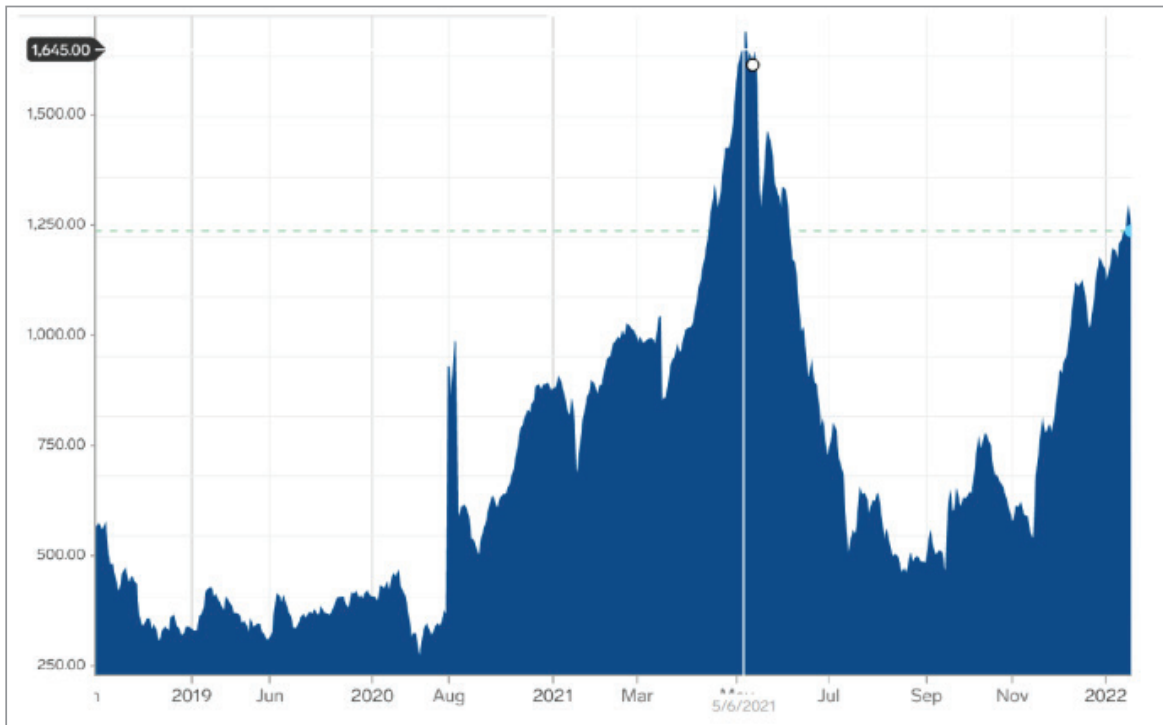
**TRANSPORTATION COSTS(LAND FREIGHT) HAVE INCREASED 35.7% YEAR OVER YEAR!**



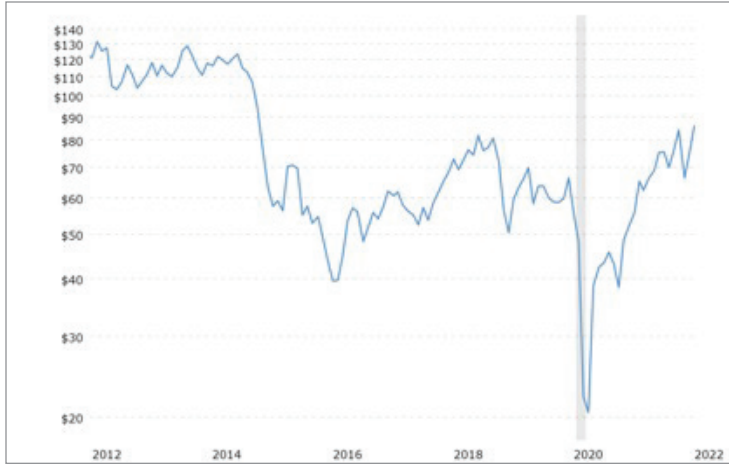
**CHINA CONTAINER SHIPPING COSTS HAVE INCREASED 359%!**



**LUMBER COSTS STILL UP 127% AND CLIMBING YEAR OVER YEAR!**



**CRUDE OIL PRICES HAVE INCREASED 78.7% YEAR OVER YEAR!**



**Important note for project pricing**, special orders and factory direct loads. All project pricing is only valid for 60 days. After 60 days, material will be priced at the time of manufacturers' ship date.

Due to production and shipping delays, all special order pricing will be priced at the time of manufacturers' ship date.

All factory direct loads will be priced at the time of manufacturers' ship date.

We appreciate your business, and we hope 2022 will bring much success to you and your company.

Sincerely,



Matthew Schrompf  
President

Herman's Supply Company & Herman's Distribution