



October 6, 2017

Dear Valued Customer:

Effective with deliveries on Monday, November 6, 2017 and thereafter, we will implement a price increase of up to 15% on all urethane foam products. Your Territory Manager will be in contact with you to discuss the specifics of this increase with you. Despite our continued efforts to reduce the impact of our suppliers' recent raw material price increases, as well as other significant and ongoing increases in the cost of labor and other inputs, continued rising costs make this action necessary.

We take our partnership and responsibility of being the valued supplier to your business very seriously and will continue to earn your trust by making every effort to provide you the highest value available in the urethane foam industry.

Sincerely,

A handwritten signature in black ink that reads "Steve Rand". The signature is written in a cursive style with a large, looping initial "S".

Steve Rand
Senior Vice President
Innocor, Inc.