



January 25, 2018

Dear Valued Customer:

Effective with deliveries on Monday, February 26, 2018 and thereafter, we will implement a price increase of 8% on all urethane foam products. Despite our continued efforts to reduce the impact of our suppliers' recent raw material price increases, continued rising costs make this action necessary.

As always, 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 blue ink, appearing to read "Steve Rand", is positioned to the left of the typed name.

Steve Rand  
Senior Vice President  
Innocor, Inc.