



April 16, 2021

Dear Valued Customer

As most of you are aware, unprecedented circumstances have changed the landscape of not only our industry but many industries around us. No one anticipated the demand in product or the significant reduction of raw materials. Manufacturers are temporarily shutting down (force majeure) because of their supply chains be affected.

Due to the influx of rising costs from many of our suppliers, we are being left with no other option but to implement a 6% price increase over all products, effective April 25th, 2021. Any orders placed on or after the 25th of April will automatically be subject to the 6% price increase. Pricing tariffs in our software will automatically be updated to include the new increase. Please be assured that we have made every effort to keep this increase to a minimum. We are continually monitoring the situation with our supply partners and will advise you of any changes moving forward.

Please feel free to contact your DEL Sales representative or someone on our Customer Care team for further clarification.

On behalf of our entire company, we'd like to thank you for your continued support as we continue to navigate these challenging times together.

Sincerely,

A handwritten signature in black ink, appearing to read "Edward Bremer".

Edward Bremer
Principal

VIEWED FOR LIFE™