

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 or visit <https://hermanssupply.ca/distributor-manufacturer-announcements/> for copies of manufacturer price change letters.

SLOPE ROOFING PRODUCTS

PRODUCT LINES	APPROX. INCREASE %	EFFECTIVE
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

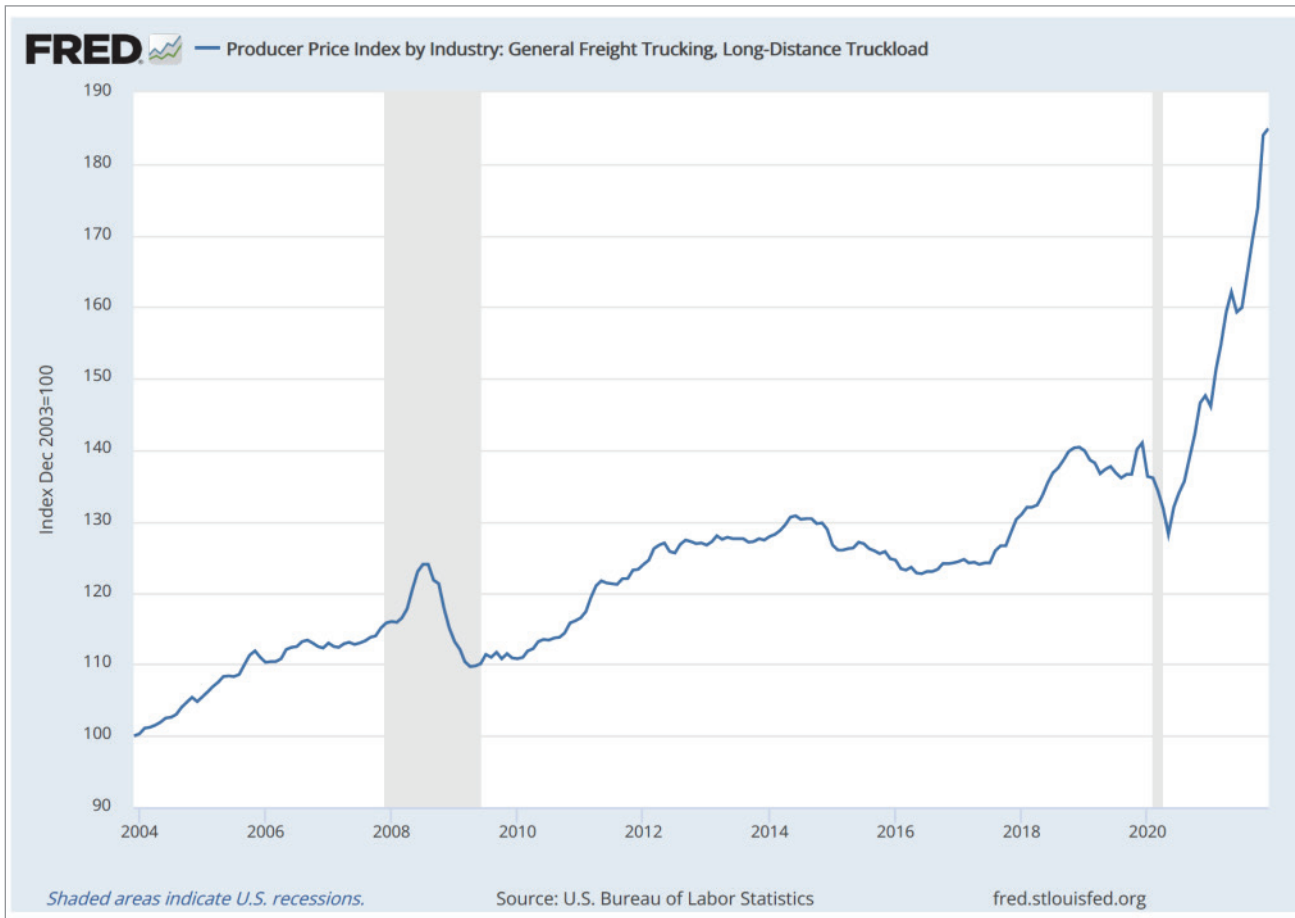
PRODUCT LINES	APPROX. INCREASE %	EFFECTIVE
TPO, PVC & Accessories	10% - 15%	April 1, 2022
EPDM Membrane & Accessories	10% - 12%	April 1, 2022
Poly ISO , XPS	10% - 12%	April 1, 2022
Bakor Product	10% - 12%	April 1, 2022
Commercial Fasteners	25% - 30%	April 1, 2022
Commercial Plates	30% - 60%	April 1, 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!



MINIMUM WAGE CAME INTO EFFECT IN ONTARIO ON JANUARY 1ST, 2022. INCREASING 4.5%!

NEWS RELEASE

Ontario Working for Workers by Increasing Minimum Wage to \$15 an Hour

More than 760,000 workers will benefit from bigger paycheques

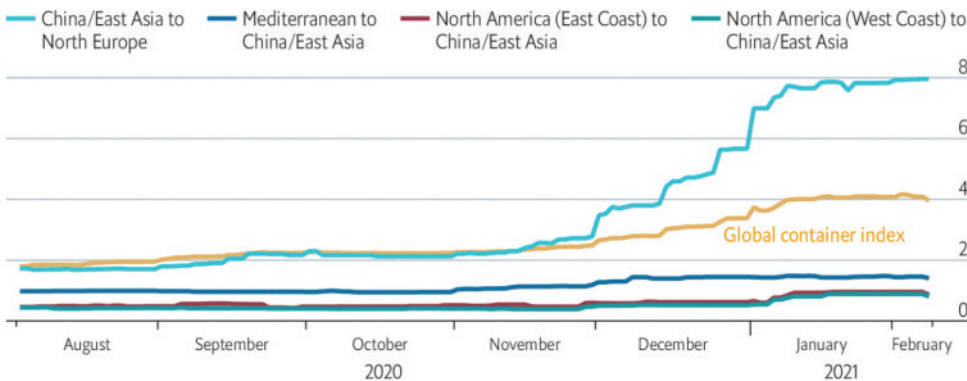
January 01, 2022

CHINA CONTAINER SHIPPING COSTS HAVE INCREASED 359%!

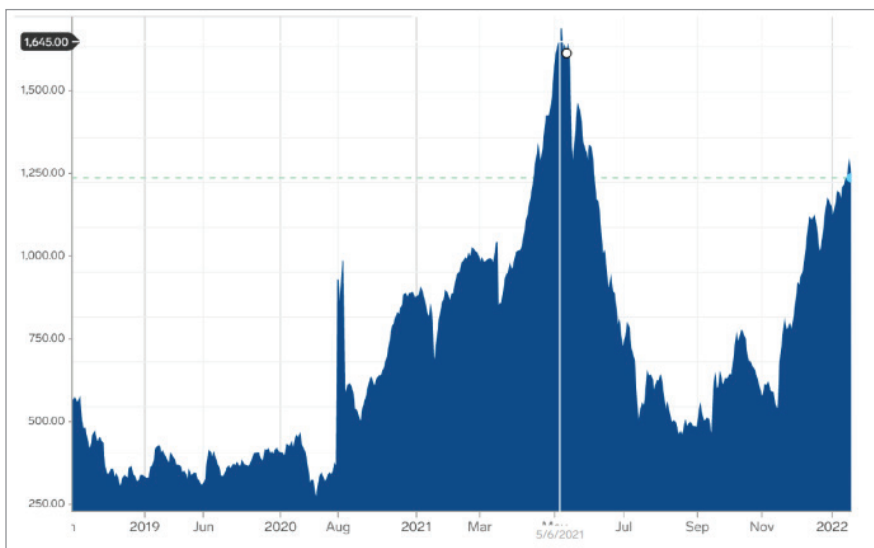
Sea change

Container freight costs, \$'000 per 40-foot container

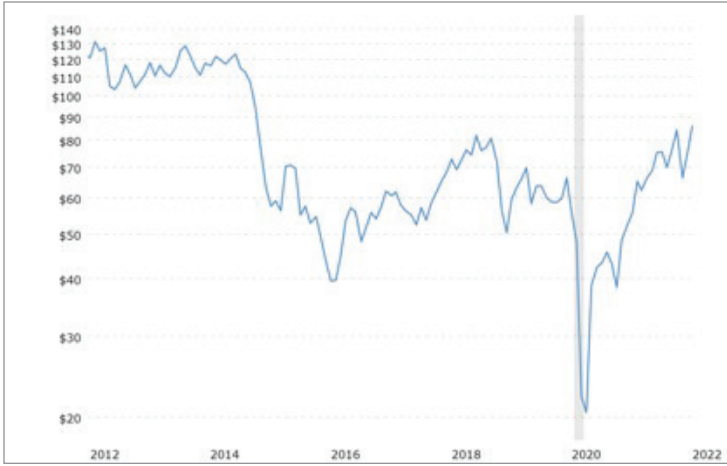
By route



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