

November 20, 2020

North American PMC and AF Customers

2020 has been a difficult year for our industry, with COVID-19 presenting many unexpected challenges to our personal and professional lives. AstenJohnson continues to adapt to new workplace requirements and polices, while keeping our focus on the following priorities:

- 1) The health and safety of our associates
- 2) The uninterrupted, reliable supply of regionally-produced fabrics to our NA customers
- 3) The ongoing innovation of PMC and AF products designed to deliver measurably improved performance of our customer's assets

In addition to the many COVID-related challenges we have encountered this year, AstenJohnson has also experienced rising costs in many significant areas of our business, including:

- Labor – Driven primarily by rising health care costs
- Transportation and Packaging – Increased specialized carrier rates and packaging materials
- Capital Investments – New standard and specialized, proprietary manufacturing equipment

In order to help offset rising costs, AstenJohnson is announcing a 3.0% price increase on PMC and AF fabrics effective January 1, 2021. The new pricing will apply to fabric orders received on or after January 1, or as contract terms allow.

We thank you for your continued support of AstenJohnson, and wish you a healthy and successful 2021.

Best Regards,

A handwritten signature in black ink, appearing to read 'Todd Haskins', written in a cursive style.

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