



February 4, 2022

To Our Valued Customers:

Thank you for your continued support throughout a very challenging 2021. As we continue to show significant improvement in our production facilities throughout the Americas, we wanted to give a timely update on a few key items.

First, we are announcing an inflationary price increase of 2.7% on all Mansfield and Vortens product. Our business continues to see the rising costs of labor, materials, and freight. This price increase will be effective April 4, 2022. Updated price lists will be available by March 11 and the new 2022 Price Book will be shipped out April 4.

Second, our inventory of toilets, lavs, and urinals is much improved, and our backlog continues to clear out. However, we will continue with our allocations of 1/12 of your 2019 purchases through March 31. There are still several external risks to our supply chain with COVID protocols, trucking shortages, and work force availability in all of our plants.

We thank you for your partnership and look forward to supporting you through a very strong 2022!

A handwritten signature in black ink, appearing to read "Phil Cunningham", with a stylized flourish at the end.

Phil Cunningham
Vice President Sales & Marketing