



November 22, 2021

Dear Valued Customers:

As you are aware, our industry and economy have experienced significant increases in operating and material costs. Forterra has been aggressively managing these expenses and the supply chain, but like most, we are not immune to the impact of these outside cost pressures. Two main cost areas, steel and labor, have had the largest negative impact and we have chosen to incur significant costs to maintain service levels as best we can. Unfortunately, forecasts show little signs of relief and we must react to these challenging times. With these things in mind, we will be issuing a new price list with all materials being increased a minimum of 10%, effective January 1st, 2022.

Given the unparalleled times of fluctuating raw material costs, all existing quotes will be honored for 60 days. All future quotes will note that pricing is good for 30 days from quote date. We will continue to monitor these terms as we navigate any potential changes in market conditions.

If you have any questions or concerns, please do not hesitate to contact your sales representative or myself. Each of us at Forterra Pipe & Precast appreciates the opportunity to work with you. We thank you for your business and look forward to serving your needs this upcoming season.

Sincerely,

A handwritten signature in black ink that reads 'Brent Klaiber'.

Brent Klaiber
Forterra Pipe & Precast