



November 12th, 2021

Dear Valued Customer,

We hope this letter finds you safe and well.

Per our August 12th commodities surcharge announcement, we made a commitment to review our commodities costs monthly as stated here:

- Surcharge to be reviewed monthly by Greenfiber, based on current market conditions; Greenfiber will announce any change, or lack of change, to the surcharge on or around the 10th of each month
- Any revised surcharge (positive or negative), will be in effect as of the first Monday of the following month

Although our costs have steadily increased month to month since the announcement, we refrained from passing on the increase in hopes that the trends reverse. Unfortunately, the inflationary environment has been persistent, encompassing nearly all aspects of our business: freight, labor, chemicals, packaging, and fibers. Given these market conditions, it is necessary to increase the commodities surcharge.

Effective December 6th, Greenfiber will be adding an additional \$.50 to all 25lb bags and \$.60 to all 30lb bags. This will bring the total surcharge to \$1 per 25lb bags and \$1.20 per 30lb bags. Greenfiber will continue to monitor commodity costs and will reduce or eliminate the surcharge as market conditions allow.

We appreciate your business and look forward to working together towards a successful end of 2021 and beyond.

If you have any questions, please reach out to your territory salesperson or your customer service manager.

Sincerely,

Reda Ouchna
VP of Sales

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