



September 15, 2026

Dear Valued Customer,

Earlier this year, I informed you of price adjustments to our sealants, adhesives, and gaskets due to global market pressures that were increasing the input costs of those products.

Unfortunately, many of these same pressures have continued to affect products manufactured from galvanized steel and specialty alloys. Steel costs have increased significantly since the beginning of 2026, while operational and transportation costs have continued to rise.

After a thorough review, CL WARD will be implementing a **9% price increase on all steel products, effective November 1, 2026.**

We recognize that price increases affect your business, and we do not make these decisions lightly. We remain committed to managing costs wherever possible while continuing to provide high-quality, dependable products and consistent service.

If you have any questions or would like to review current pricing or upcoming orders, please contact your CL WARD representative.

We sincerely appreciate your continued business, partnership, and understanding.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Ryan Ward', is written over a light blue horizontal line.

Ryan Ward

CLWARD & Family, Inc. | 1100 Ashwood Drive Suite 1102 | Canonsburg, PA 15317 US

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