



To: Stockwell Elastomeric Inc.

November 30, 2018

Subject: Price Increase Announcement – NORSEAL® Silicone & ThermaCool® Products
Confidential information, property of Saint-Gobain

Saint-Gobain Performance Plastics Hoosick Falls NY main goal is to supply excellent quality products to your organization. We never sacrificed the quality of our products even in the hardest time. Investment in efficient equipment and technology is necessary to keep the highest quality for our products. Unfortunately, the unprecedented rising of raw material costs, will force us to pass along a price increase on our Norseal Silicone and ThermaCool products line.

We have reviewed each product line with the intent to keep increases as low as possible. At this time, we will pass along an increase of 10% for all Norseal Silicone and ThermaCool products in our 2019 standard book price. These increases will be implemented for any new orders shipping on or after January 2, 2019.

These new prices will be applied to all standard and nonstandard products. Any special price arrangements will be reviewed individually by your District Sales Manager (DSM).

Due to low profit and low sales, the following Norseal Solid products were removed from the standard book price and will be discontinued from our product's line:

- Norseal Solid 300, 400, 500, 600 and 700 with thickness of ½"
- Norseal Solid 500 and 700 with thickness of 3/8"

Unfortunately, we still continue to experience shortage of the raw materials used in the formulation of our Silicone sponges. As a result, the current lead time for the following products still remains at 7 weeks:

- Norseal R10470M (all colors), R10470F, R10470 specialty grades FPS & FM
- Norseal R10450
- Norseal R10480M
- Norseal SNS 100S, 200A, 300AR

These increases are intended to recover our cost. We will continue to work to mitigate future cost pressures. We appreciate your understanding and the continued support of your business. If you have any questions, please contact your sales representative or customer care specialist.

Sincerely,
Diana Buckley, Product Manager of Silicone Products
Performance Plastics – Tape Solutions