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## "When Doing it Right Matters"

February 25, 2021

## To Our Valued and Appreciated Customers:

As you may have noticed by our new logo, Tamlyn is turning 50 years old this May! We could not do this without your support and we pledge to earn that support every day.

This past year brought about several changes in the manufacturers processing and logistical areas causing the cost of products to rise and the price of lumber is an extreme example. Finally, we must respond to these changes in raw materials costs, raw material supply, and processing charges in the building material industry.

The good news is that we are able to hold several costs in line on some product lines in our very diverse portfolio of items. We have deferred increases as long as possible and have reached a point where we must make changes across almost every category of products we supply.

We are holding all changes to an absolute minimum with the increases are generally in a range from 3-8% on aluminum products to 28-35% on steel products.

All of these changes will be effective on April 5, 2021 for orders placed on or after that date.

Your Tamlyn representative and our inside sales team will communicate the changes to you as they are finalized for your products.

There may be additional increases necessary on some categories and as we have always done, we will provide as much notice as possible, but cannot and do not guarantee any specific notice period.

Thank you for selecting TAMLYN and our dedicated team of employees to support your company.

Best Regards,

Tom Feret
Director of Sales - Tamlyn

