



March 6, 2024

Dear Valued Customer,

We hope this letter finds you safe and well.

As we entered into this new year, Greenfiber experienced significant increases in raw material costs, and we expect them to continue to increase through the rest of the year.

At this point in time, it is necessary to implement a 4.5% price increase on all Greenfiber products except for our FRM product (INS100). This increase will take effect May 1, 2024 and will be applied to any product ordered on or after May 1.

This increase only applies to product pricing and will not affect your freight per bag. We will continue to monitor market impact on freight on a quarterly basis and make adjustments as necessary. We will alert you ahead of time should we need to make any changes.

In an effort to ensure that all orders are fulfilled in a timely manner, any order placed between March 7 and April 30 must ship prior to May 15 to receive current pricing. Any order placed during this time period that does not ship prior to May 15 will be priced at the new price.

We appreciate your support and understanding and are looking forward to a strong 2024.

If you have any questions, please reach out to your Territory Sales Manager.

Sincerely,

A handwritten signature in black ink that reads "Alyson Burroughs". The signature is written in a cursive, flowing style.

Alyson Burroughs
CMO
Greenfiber