



April 16, 2021

Dear Valued Customer,

The steel market continues to tighten as mills struggle to keep up with demand pushing pricing to yet higher levels. Strong steel demand across all industries and several lengthy blast furnaces outages have caused late mill shipments and a shortage of supply for the near future.

With the additional uncertainty in the market and continued cost increases for steel, packaging and engineered wood products, it is necessary to pass on a portion of these costs to our customers. Simpson Strong-Tie Canada will have a price increase on all orders placed on or after **July 14, 2021**. Price increase percentages are outlined below.

Connectors, Rod Systems, CFS Clips & S/ Products	12%
Steel Strong Walls	12%
Wood Strong Walls	6%

60 day confirmation of net pricing and freight program will be emailed on May 14, 2021.

As in the past, we are asking our customers to maintain reasonable product order quantities prior to the effective date of our price increase. Orders placed between now and July 14th that are significantly larger than your normal purchasing trends will be reviewed and may not be honoured at pre-increase pricing.

We appreciate your business and your continued support through this challenging time. If you have any questions, please let us know.

Sincerely,

Roger J. Dankel
President, North American Sales
Simpson Strong-Tie