



Dear Valued Customer,

We would like to express our gratitude for your support of FBM in the Great Lakes Region. We remain hopeful and committed to overcoming any production and supply obstacles that may arise through the end of 2023. We are pleased to announce the launch of our new E-Commerce website, MyFBM, available at MyFBM.com. For more details on how to utilize this platform, please reach out to your dedicated FBM salesperson. While we continue to face longer lead times for fiberglass/glass matt material, we want to assure you that we will keep you informed of any changes. We appreciate your continued business and hope to be your preferred vendor of choice!

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Approximate 7%

Effective August 1<sup>st</sup>, 2023 – Recent

Approximate 6-12%

Effective November 1<sup>st</sup>, 2023 – Future

Approximate 8-10%

Effective November 2<sup>nd</sup>, 2023 – Future

Please stay in touch with your FBM salesperson or local branch as we navigate this market together. Despite the ongoing challenges with lead times and availability, we are committed to delivering outstanding service and support.

Please note that due to extreme material volatility, job quotes bid by FBM more than 30 days ago will require verification or rebidding. Should you need copies of the vendor price increase letters, your FBM salesperson or local branch will be happy to provide them upon request.

Once again, we extend our deepest appreciation for your continued business and for choosing FBM as your preferred vendor.

Thank you, Your FBM Family