

April 5, 2021

TO: Our Valued Partners

RE: Price Increase

Thank you for your ongoing partnership with Babcock Davis.

Effective April 19, 2021, Babcock Davis will be increasing our **Access Door** prices by **9%** and increasing the freight prepaid minimum to \$1,400. We are updating the price books and we will have your price book available by April 19. If you do have your updated price book by April 19, please add 9% to your current pricing beginning April 19, 2021 and request an updated price book from your Account Manager.

As you are likely experiencing in your business, the construction industry is seeing unprecedented supply chain challenges resulting in higher-than-expected material pricing. Raw material pricing will continue to be highly volatile over the coming months and additional pressure on the supply chain will likely result in shortages and delays. Other predicted challenges will be variable and extended lead-times, Force Majeure, and allocation mandates throughout the supply chain.

**We will honor all existing project specific quotes for orders released for fabrication prior to the expiration date on the original quote. Material must be approved & released for immediate production and shipping.**

Please contact your Babcock Davis representative for any assistance or with any questions you may have regarding this announcement. Babcock Davis values your business, and we look forward to a strong 2021.

Sincerely,



Ryan Hallesy  
Director of Sales