



October 26, 2017

Dear customers and friends:

Rapidly increasing global demand over the past twelve months accompanied by recent increasing tightness of supply has created cost escalations across LORD Chemical materials. Furthermore, we continue to experience dramatic increases in utility costs, waste disposal as well as increased cost of compliance. Additionally, the impact from Hurricane Harvey has created additional tightness in supply of key chemical inputs, which has had an impact on our costs. The magnitude of these cost pressures requires us to pass on a portion of our increased costs to our customers. LORD Corporation will be increasing price across the chemical product lines shown below by 5% effective December 1st, 2017 or as contracts allow.

Chemlok®	Maxlok™
Parlok®	Signlok™
Flocklok®	Tyrite®
LORD® Structural Adhesives	Autoseal®
Chemosil®	

Orders shipped prior to December 1st, 2017 will be shipped at the current prices. Any open orders or new orders scheduled for shipment after December 1st, 2017 effective date will be invoiced at the new prices. Please adjust your purchase orders to reflect this new pricing and effective date. Purchase quantities prior to the effective date of the price increase may be limited to customers' historical demand rate or minimum contract volumes.

If you have any questions, please contact your account manager. We look forward to continuing to serve your product needs and pledge to continue to offer you our high level of technical sales and service capabilities, reliable quality, and our continued commitment to new product development work.

Sincerely,

A handwritten signature in blue ink, appearing to read "Jacob Hernandez", with a long, sweeping underline.

Jacob Hernandez
Automotive Sales Manager

cc: Víctor Amador - LORD de México, Account Manager