

30th November 2022

Reference: Price Increases Effective 1st January 2023

Dear Valued Customer

In September you received our last price increase letter specifying an increase would be forthcoming in January. We are now in a position to confirm the details of those increases.

Our Europe wide price increases will be the following:

- Fibre products (Blanket & bulk) – 14.8%
- Bricks, Castables, Mortars and related products – 0%
 - This will be managed through surcharge, currently set at 10%
- Blok & Board products – 34.9%
- Other Converted Products (papers etc.) – 9.6%
- HTI Microporous – 5%

- Vacuum Formed Products and Heatshield Products – individual increases by product type, please contact your sales rep

As with our previous increases, these increases will be for orders originally dated 1st January 2023 or later. These increases will also apply for any orders where our customer has requested a delay to ship material until after January 1st 2023.

Please be assured, we do not pass on these increases lightly. We continue to work internally and with our supply base to minimise price increases. Any opportunity for us to offer relief on pricing will be passed through to you our customers as soon as possible.

Your local sales representative will be happy to assist with any questions you may have.

Thank you and Best Regards

Andy Bloomer
Sales and Marketing Director – Europe
Thermal Ceramics