

Dec. 10, 2019

RE: March 1, 2020 Price Increase

Dear Valued Henry Customer,

In an effort to further enhance and provide you with the highest quality products, in-field tech services and support, and after a careful review of our current pricing structure, Henry Company will be instituting a price increase. All orders placed on or after March 1, 2020 will be invoiced with a 4% increase for the following product classes:

Air Barriers - Sealants	LAR - Aluminum
Air Barriers-Liquid Permeable	LAR - Asphalt
AirBarriers-Liquid Impermeable	Paving
Cement & Concrete Products	Roof Adhesives
Dampproofing	Roof Mastics
Driveway Sealers	Roof Membrane Accessories
Fluid Applied Waterproofing	Roof Primers
Foundation Primers	Roof Sealants
Hot Rubberized Asphalt	Roof Underlayments - Film
HVAC & Mechanical	Wall Primers
LAR - Acrylic	Waterproofing Accessories

New price lists will be issued no later than February 1, 2020.

Soon, your local Henry Sales Representatives will be in contact with you to review the changes and answer any questions you may have. Work with them to also review any projects which may have been quoted using our current pricing.

We remain committed to providing you with the highest performance products and the best customer service in the industry, and hope that you will understand the need for this action. We value your business and look forward to continuing to serve you.

Best Regards,



Nathan Hounslow
Regional Manager - BES Canada



Marc Tropper
SVP, BES Commercial