



8580 Byron Commerce Drive, Byron Center, MI 49315
Phone: 616-583-0171 Toll-Free: 800-493-5111
www.superiorstoneproducts.com

Raw Material and Price Increase Update

Effective 12/8/21

RAW MATERIAL UPDATE:

We are taking this opportunity to provide an update on the current state of the stone industry as it pertains to raw materials and stone adhesives.

As we have been sharing for the past few months, the petrochemical supply chain (as well as all supply chains) continues to experience unprecedented shortages and delays with the raw materials needed to manufacture adhesives.

A new disruption in the supply chain has hit another one of the key ingredients in the manufacturing of our adhesives. This disruption relates to the shortage of **fumed silica** which is used to establish "knife grade" viscosity levels and handling characteristics in our adhesives.

Due to global raw material shortages, we have temporarily modified the handling characteristics for a few of our adhesives. These modifications are minimal and may not be noticeable. However, it is important for us to be as transparent as our glue.
Superior Quality Guaranteed!

That being said, starting 12-9-21, we are going to implement a slight modification to the handling characteristics for the following adhesives.....

- **Superior FUSION** (FV-5 – FV-9)
- **Superior V-MAX** (SV-9)
- **Superior PEARL** (Preferred Knife Grade – Full Knife Grade – EHC Knife Grade)
- **Superior POLY-EPOXY**

Please note, we will **ONLY** be modifying the Knife Grade products. All of the resins and other ingredients remain the same. We are doing our best to maintain the consistencies you have come to love with our products without sacrificing any performance characteristics. The goal is to conserve the fumed silica so we can continue to supply adhesives to the industry to meet the continued strong demand!

Unfortunately, we either take this action or stop producing materials. We believe the answer is clear. Superior has built our reputation on quality and nothing changes with these slight modifications.

We are doing this to reduce the chances of running out of material and it ensures that we will continue to be able to supply the industry with the quality adhesives for which you are accustomed to purchasing from Superior Stone Products. Remember, this is only temporary!

Below is an image of the label we will be applying to the lid of each product affected. Please note that this is a dual-message label that includes the required Prop 65 information.



Please know that we are doing everything in our power to secure all raw materials and supplies needed to manufacturer our line of products. However, demand is still extremely high, and the supply is very tight right now.

PRICE INCREASE UPDATE:

In addition to the shortages and delays in the petrochemical supply chain, raw material prices continue to increase significantly as key ingredients continue to be in short supply leading to higher prices. We announced to our distributors in early November that we would be forced to raise prices January 1, 2022. At this time, there are no indications there will be any relief for the near future. We are continually applying pressure on our suppliers, but this situation is fluid and is changing weekly and even daily.

Please know these issues are affecting ALL stone adhesive manufacturers and we all need to exercise patience while this situation runs its course.

We know this is all very frustrating as we are frustrated as well. We take immense pride in manufacturing the best quality stone adhesives with the Superior reputation in mind. We also know that we have a responsibility to provide fabricators and installers with the quality adhesives you depend on from Superior.

We genuinely appreciate your business and ask for your continued patience as we navigate these unprecedented times.

Sincerely,
Superior Stone Products