



**H.B. Fuller**

**H.B. Fuller Company**

1200 Willow Lake Boulevard  
St. Paul, Minnesota 55110-5101  
Phone: (651) 236-5900

March 1, 2021

Dear Valued Distributor,

Due to significant raw material and logistical cost increases, we are announcing a market based price increase for our water based and hot melt products effective March 15th, 2021.

Water based adhesive products will be increased up to 15% and hot melt adhesive products will be increased up to 7%.

In order to service as many of our customers as possible, we will also implement sales controls on our water based adhesive products. We will update you on how this will affect your business as soon as possible.

We will keep you informed as this volatile and fast changing situation develops and will continue to do everything possible to meet your needs. Please contact your Distribution Sales Manager with any questions or need for additional information.

Sincerely,

Steve Ringsdore  
Vice President of Sales