MESSAGE FROM THE PRESIDENT AND CEO OF VISIONARY INDUSTRIAL INSULATION, INC.

January 15, 2026
To Our Valued Customers and Business Partners:

Visionary Industrial Insulation, Inc. (VII) would like to share the following information regarding our ESLIN™ by VII thermal mechanical insulation sales pricing with our valued Customers and Business Partners. The year 2025 brought significant changes across our entire industry. The constantly shifting/changing cost structures within our various supply chains has impacted VII as we strive to maintain a consistent and stable supply of ESLIN™ insulation products within the marketplace.

VII has made every effort to minimize the frequent fluctuations in ESLIN™ sales pricing in 2025 caused primarily by the rising costs of raw materials required for our manufacturing and production processes. Although we worked very hard in absorbing as much of the cost increases as possible through improved factory productivity and internal efficiencies, we could not fully offset all of the cost impacts due to evolving US government-imposed tariff policies and increased costs due to logistics volatility. As a result in 2025, VII was compelled to apply a minimal increase in the form of a surcharge (10%) to our sales prices.

Now that the tariffs, logistics expenses, and other production-related costs are gradually stabilizing, we are pleased to finally be able to re-calculate, confirm and issue upon request the new ESLIN™ List Prices for 2026.

In conclusion, the stabilized tariff, logistics and other minor cost increases have now been incorporated into the new 2026 ESLIN™ by VII Product List Pricing **effectively absorbing the previous 2025 surcharge.** There is not a significant difference between the 2025 ESLIN™ List Prices with a surcharge added and the new 2026 ESLIN™ List Prices without a surcharge. Please note, some ESLIN™ product sizes may show slightly different adjustments but your overall final 2026 ESLIN™ sales price will remain very similar to that of your overall final 2025 ESLIN™ sales price.

- Effective February 1, 2026, updated sales pricing will go into effect.
- All Quotes issued in January 2026 will be honored and invoiced at the pricing listed on the original Purchase Order for orders placed January 1–30, 2026.
- For a copy of the 2026 ESLIN™ by VII Product List Pricing, please contact us at steven@eslin.us OR Sales@eslin.us
- Existing ESLIN™ by VII customers will continue to maintain their previously established Discount structure.

We thank you again for your continued support of our ESLIN™ by VII product line as we strive to be the very best solution for your High Temperature Thermal Mechanical Insulation application needs.

Stay Healthy and Safe!
Respectfully,

Chang Hwan Jang CEO/President
Visionary Industrial Insulation, Inc.