



## Important Update on Polyurethane Market Trends and Pricing

Luxaire Foamworks is proud of our ability to produce high quality, complex and creative foam solutions and deliver them on time. Our ability to do this at the lowest possible cost to our customers is directly related to the relationship we have with our vendors. Material costs drive a significant part of the cost of any foam solution. Unfortunately, there are occasionally market factors that impact the cost of the raw materials we use to produce the prducts our customers need.

The polyurethane market is experiencing rising costs in key raw materials, including Polyol, Toluene Diisocyanate (TDI), and Methylene Diphenyl Diisocyanate (MDI). These chemicals play a crucial role in polyurethane production, with MDI commonly used for rigid foams found in appliance insulation and weather-resistant materials, while TDI is essential for consumer foams used in furniture, bedding, carpeting, and packaging.

Recently, major producers of MDI and TDI have reported increased demand and rising energy costs, leading to a necessary adjustment in raw material pricing. As a result, the cost of polyurethane foam—and subsequently, finished products—will be impacted across the industry.

At Luxaire Foamworks, we remain committed

to minimizing the impact of these cost increases for our valued customers. While this is the first price adjustment we've had to make in over two years, we are working hard to manage these changes while continuing to fulfill orders on time and meet your expectations.

The new raw material pricing will take effect on April 1st, and our team is dedicated to ensuring a smooth transition. Your sales and customer service representatives will be reaching out soon to discuss specific cost adjustments and implementation details.

We appreciate your understanding and continued partnership. If you have any questions or concerns, please don't hesitate to reach out.