



October 18, 2018

Dear Valued Customer,

Due to additional raw material increases and, in some cases actual availability, we will increase impacted products on average 6%. Products directly or indirectly impacted by the recent tariffs may be increased as much as 10% and experience delays and/or allocation.

We have pushed back the price increase that was originally dated for November 1, 2018, to December 1, 2018. Orders placed December 1, 2018, and after will be confirmed at higher prices on only those products impacted.

Our commitment to you still remains by providing good products at very competitive prices. Your salesperson will provide you with a list of items you buy that may be impacted by this price increase by November 19, 2018.

Thank you for your business,

Sincerely,

Donald M. Chapman, III  
President