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November 1, 2018

To Our Valued Customers,

Now that the tariffs are taking effect, steel market conditions are seeing continued rapidly escalating prices, especially on our 16 gauge steel and copper wire. Most suppliers will not hold prices for more than 30 days. These increases are too large for us to absorb, so we have no alternative but to raise prices by 10% on all 16 gauge products and by 20% on all copper wire effective January 1, 2019. New orders placed prior to January 1, 2019 must be shipped within Metal Products Company's standard lead times to maintain current pricing. Furthermore, we will do our best to avoid any allocation restrictions, but we cannot rule it out at this time.

As I have stated before, Metal Products Company does not raise prices on an annual or regular basis, unlike other companies. Our history shows we raise prices only when absolutely necessary. We keep price increases to an absolute minimum, and you can rest assured that if the steel market corrects itself, prices will be reduced accordingly.

We appreciate your understanding in these difficult times and value your business and the relationship we have built over the years. We want to be more than just a supplier. We want a partnership to help us both get through the existing situation. Partnering together through this will ensure our future and will allow us to be able to supply product in spite of the steel market conditions.

We look forward to serving your needs. If you have any question about this situation, please feel free to give us a call.

Sincerely,

A handwritten signature in black ink that reads 'Keith L. Miller, Jr.'.

Keith L. Miller, Jr.  
Sales Manager