

July 18, 2018

To Our Valued Customers,

As you are probably aware, President Trump proposed a 25% tariff on imported steel, therefore causing prices to soar. Now that it has been signed into law, steel market conditions are seeing even more rapidly escalating prices. These costs are too large to absorb, so we have no alternative but to raise prices by 5% in addition to the June 4, 2018 increase (for a total of 10% on the 10/16 net prices) effective August 15, 2018. I know that this is shorter notice than we usually give, but we waited as long as we could to announce this increase so it accurately reflects the situation. New orders placed prior to August 15, 2018 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. We hope this is a temporary situation, but all indications show that this will last into the foreseeable future. Most suppliers will not hold prices for more than 30 days.

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 will keep increases to an absolute minimum, and you can rest assured that if and when 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 steel 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,



Keith L. Miller, Jr.
Sales Manager