



June 26, 2018

Dear Valued Distributor Partner:

As I am sure you are aware of by now, tariffs placed on steel and aluminum have sent commodity prices for these materials skyrocketing. These increases are unprecedented – rising as much as 25-35% depending on the gauge and material. With the threat of even more tariffs as of late, there is much uncertainty to where the steel market will go.

Our Purchasing Department has done an incredible job in trying to strategically purchase steel at the most economical prices, but despite the efforts, the cost of steel continues to rise. Karp has absorbed these costs for the first half of the year hoping the price of steel would return to an acceptable level. That appears not to be the case. Therefore, as much as we were hoping not to increase our prices, we must do so in order to continue to provide you with quality products and service.

Effective August 1st 2018 Karp Access Doors will increase our prices +4%. We are working quickly to get you a new price list, which will be available shortly.

If you should have any questions, please do not hesitate to contact your Customer Service Representative or myself at your earliest convenience.

Thank you for your understanding and continued support.

Sincerely,

A handwritten signature in black ink, appearing to read 'Larry Mass', is positioned above the typed name.

Larry Mass
Vice President