



December 21, 2017

**To All Our Valued Distributors:**

Nu-Wave has experienced an increasingly upward trend in the cost of raw materials, including steel, cardboard, and especially high-quality wood platforms, as well as increases in insurance costs and labor since our last price increase in 2013.

Because Nu-Wave aggressively worked to implement cost control measures, we absorbed these increased costs over the past several years. Unfortunately, Nu-Wave is no longer able to absorb the sustained impact of these increases at current product prices.

Therefore, Nu-Wave will be implementing an across-the-board price increase on products effective February 1, 2018. While it is unfortunate that we must do this, we are pleased to keep the increase to a moderate level, as follows:

- 3% for Carts and Cart Casters, Replacement Parts and Scaffold Replacement Casters
- 4% for Step-Ups and Guardrails
- 5% for Scaffolding and Platforms

We have enclosed our new Manufacturer's Suggested Retail Price List, which also contains the Distributor Discount Structure. Of course, any orders placed between now and February 1, 2018, will be honored at the current price.

**Please rest assured that Nu-Wave will continue to aggressively pursue every possible cost containment avenue available to us, while remaining committed to providing the highest quality products in the industry.**

We greatly appreciate your ongoing support and look forward to growing our businesses together.

Sincerely,

NU-WAVE MANUFACTURING, LLC

Mark A. Starnes  
President