



June 16, 2016

To our valued customers,

Due to the rapidly escalating cost of steel, the basic component in our product lines, we are initiating a Steel Surcharge. Mill and delivered process steel pricing has increased more than 60% since the end of 2015, based on the AMM Index for cold rolled sheet.

Effective immediately all Western Pacific Storage Solutions quotes will include a \$0.10 per pound Steel Surcharge.

Any orders currently in house will be honored without surcharge if shipped before July 31. Current outstanding quotes will be honored as well, if ordered for shipment no later than July 31. New quotes and orders for stock products shipping before July 1 will also be exempt from surcharge.

All WPSS quotations are valid for 15 days to order and for no more than 45 days to shipping. Longer term projects or quotes with extended lead times may be secured by deposit and/or tied to the AMM Steel Price Index.

Please feel free to contact our sales representatives, customer service department, or me directly with any questions, comments, or opportunities. Our goal is to continue to offer the highest quality products and solutions at competitive prices.

Respectfully,

A handwritten signature in cursive script that reads "Tom W. Rogers".

Tom W. Rogers
President/CEO

Manufacturing
San Dimas, CA
Paris, KY

Distribution
San Dimas, CA
Plano, TX
Paris, KY