

Steel Surcharge Adjustment

April 5, 2018

To Our Valued Customers,

As you may be aware, there has been an upper trend in the raw materials costs, most notably the sharp increase in steel prices. During the past 60 days steel costs have continued to accelerate. We have absorbed the additional costs while anticipating the increases might be temporary. Realistically, looking at the current uncertainty in the steel market and considering future indicators, it is widely expected that steel prices will continue to trend up in the foreseeable future.

Effective April 13, 2018, WPSS will be increasing the steel surcharge from \$.10 per pound to \$.17 per pound on Rivetier, Deluxe, and Pacific. All orders received after April 13, 2018, will have the increased surcharge added.

Orders placed prior to April 13, 2018, will have the current \$.10 per pound surcharge added. Orders must ship within 45 days from the day it was placed. WPSS reserves the right to increase the surcharge if the order is shipped after the 45 day time frame.

All outstanding quotations must be revised to reflect the new surcharge. When requesting a quote for a project with an extended delivery date WPSS reserves the right to index pricing to a published industry steel benchmark.

We very much appreciate your support and continued understanding during this unprecedented steel market volatility. Our goal is to continue offering our dealers competitive pricing, the highest quality products, and outstanding service. Please feel free to contact your Regional Sales Manager or our Customer Service Team with questions, concerns, or specific opportunities.



Tom Rogers,
President and CEO

Manufacturing
San Dimas, CA
Paris, KY

Distribution
San Dimas, CA
Plano, TX
Paris, KY