

10/16/2018

Steel Surcharge Adjustment

To Our Valued Customers:

As you may be aware there has been an upper trend in the raw materials costs once again, most notably the sharp increase in steel prices. During the past 6 months, steel costs have continued to fluctuate. 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.

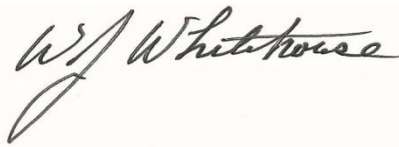
WPSS will be increasing the steel surcharge from \$.17 per pound to \$.19 per pound on our Deluxe line only. All Deluxe orders received after October 31, 2018, will have the increased surcharge added.

Orders placed prior to October 31, 2018 must ship by December 15, 2018 or will be subject to increased surcharge.

We appreciate your support and continued understanding during the 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 any questions, concerns, or specific opportunities.

Respectfully,



Bill Whitehouse

Senior Vice-President of Sales

Manufacturing
San Dimas, CA
Georgetown, KY

Distribution
San Dimas, CA
Plano, TX
Paris, KY