

Steel Surcharge Announcement

May 15, 2019

To Our Valued Dealers,

Surcharge Adjustment - Deluxe Shelving

We are pleased to announce, effective Wednesday May 15th 2019, our current steel surcharge will be reduced from \$.19/lb. to \$.10/lb., on the Deluxe product line. This reduction comes as a result of recent changes in the steel market and the efforts of our procurement team to secure additional market concessions.

All quotes and orders received as of May 15, 2019 will reflect the new steel surcharge.

Our focus continues to be supporting our business partners with the best quality products and service levels at the competitive pricing. Thank you for your continued support during this challenging economic environment.

Please contact your Regional Sales Manager, Customer Service, or myself with any questions, concerns or specific opportunities.

Respectfully,



Bill Whitehouse
Vice-President of Sales

Manufacturing
San Dimas, CA
Paris, KY

Distribution
San Dimas, CA
Plano, TX
Paris, KY