



Dear Distribution Partner:

On January 9, 2017, a modest 3% price increase will go into effect for most Malco items you buy. Decisions to change prices are never made lightly. We have held prices on hand tools and accessories for two years now, and this will be the first price increase on fasteners in four years.

As an employee-owned company Malco is committed to serving the needs of your customers with U.S.A. manufactured, work-saving products, of lasting quality. We couple our product performance and quality with impeccable service levels, a guaranteed sales policy and the marketing tools and support to maximize Malco sales at your counter. And we invest in the people, capital assets and technology, on our end, to make all this happen and ensure that we remain a viable U.S.A. tool manufacturer for the long run. The price increase that we are implementing will cover a portion of our critical operational needs, and some realized and looming increases in commodities since our last increase.

We hope you can appreciate our need to make adjustments at this time. We value your business and will continue to do everything we can to uphold your confidence in us as your valued tool and fastener supplier.

Enclosed you will find a Malco Distributor Price Book #SL16919. To request quantities of this price book, as well as handout quantities of a Suggested Trade Price Book #SL16920, click the DISTRIBUTOR BUTTON on our website home page to find an Online Ordering and Tracking link to an order form. You can also use this online order form to request prices in PDF or Excel spreadsheet format. Malco Customer Service LIVE CHAT is another contact option.

And you are always welcome to contact Malco Customer Service via phone or email to request price books and files, or to get answers to any questions you may have. CALL 1-800-328-3530, M-F, 7am to 6 pm Central Time EMAIL orders@malcotools.com or FAX 800-206-6760 (Canada: P 800-219-1085, F 800-222-5329).

Sincerely,
MALCO PRODUCTS, INC.

A handwritten signature in black ink that reads "Eric Peterson".

Eric Peterson
Director of Sales & Marketing