



1100 Ashwood Drive
Suite 1102
Canonsburg, PA 15317

June 30, 2016

RE: CL WARD Price Increase

Dear Valued Customer:

As many of you may know, the steel market has been quite volatile since the beginning of January. Steel prices have increased over 60% since this period. A combination of events has led to the increase in steel prices including increase in construction, increase in automotive production and government tariffs on imported steel. Additionally, some mills have idled furnaces at their facilities which has resulted in a decreased steel supply available to the market.

CL WARD recently announced an increase on our pipe and fitting products. After keeping a close eye on steel costs, we now have been forced to increase prices on our sheet metal accessory products. All metal products will be increased 10% starting August 1, 2016. Orders on or after August 1, 2016 will reflect the increased prices. We will prepare updated price books via email that will reflect the new pricing.

We continue to monitor steel prices. At this time, all indications point to higher prices in the future which may force us to an additional price increase later in the year. Difficult market situations arise from time to time, but we will work together to make this as smooth as possible. Please feel free to contact us with any questions.

CL WARD values your business and we thank you for your continued support!

Sincerely,

Ryan Ward