

May 23, 2019

To our Valued Customers,

Due to recently imposed US trade tariffs and increasing costs from supplier and shipping partners, Romac Industries is implementing a price increase and modifying our freight allowance in our General Terms and Conditions.

Effective **June 24, 2019**, Romac Industries will increase prices in all product categories by reducing our discount structure two (2) points. This change amounts to an approximate increase of 6.5% depending on the product mix.

Example:

Old Discount: 40% off current list prices.

New Discount: 38% of current list prices.

Current price quotations will be honored until their expiration date. Catalog list prices and payment terms will not change at this time.

In addition, our prepaid freight allowance in our General Terms and Conditions will increase from \$2,500 USD net price to \$2,800 USD net price to help offset increased shipping costs. For shipments to Alaska and Hawaii, and Canadian shipments to Newfoundland and Labrador, full freight allowance will be increased from \$3,000 USD net price to \$3,300 USD net price.

Please contact your Area Manager or our Customer Service department if you have any questions. As always, we value your business and appreciate your continued support while we adjust to changing market conditions.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Todd Wilson'.

Todd Wilson
Vice President – Sales and Marketing
Romac Industries, Inc.