
Price Change Notification for Foster and Breco Products

Notice of List Price Change

As you may be aware, raw material prices for our industry have significantly increased. Since the beginning of the year, we have experienced the following:

- Steel: high single digits (+9%)
- Stainless Steel: single digits (+3%)
- Corrugated: high single digits (+9%)
- Brass: double digits (+15%) 2H 2017 and holding YTD 2018
- Freight: single digits (5%)

The bottom line is we must raise our list prices; however, we will not be passing the full cost increase to you. **Effective May 16, 2018 there will be a four and half percent (4.5%) increase.** All special or custom quoted items are included and will be reviewed and revised as needed.

Please know a list price increase is also occurring with ZSi and Wesanco products. If you have ordered or requested a quote for our ZSi or Wesanco products, you will receive a separate letter for your convenience in sharing this information.

We are maintaining our unwavering commitment to quality products; and, introducing new products that will help you offer more to your customers. If you have any questions, we are eager to help. Here is the contact information for ZSi-Foster Industrial Regional Sales Managers and Customer Service:

- Eastern Region: Diane Moore, DMoore@ZSi-Foster.com
- Central Region: Darren Stewart, DStewart@ZSi-Foster.com
- Western Region: Parish Reed, PReed@ZSi-Foster.com
- Customer Service: April Gordon, AGordon@ZSi-Foster.com

We value our relationship with you and we are committed to helping you maximize its benefit. With this advance notice, we hope it gives you time to plan your needs, place your orders now, and avoid some of these impending adjustments. Thank you in advance for your understanding and cooperation.

Sincerely,

David Sack
VP / GM
Industrial Power Group
ZSi-Foster
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