



May 22, 2018

To Our Valued Customers:

We have begun receiving a third round of price increases from our suppliers. The key drivers behind these most recent increases continue to be higher raw material costs and escalating freight and fuel costs. These facts, combined with the pressures created by driver shortages and the added cost burden of complying with new federal regulations requiring electronic logging devices, continue to cause transportation costs to rise dramatically. Therefore, effective July 2, 2018, we will be implementing a price increase ranging from 5% to 10% across all products.

To prepare your organization for this inflationary environment, we encourage you to incorporate these increases into your bidding and quoting. As always, we are committed to working closely with our customers to help manage through these price increases and provide complete and up-to-date information.

We recognize that you have a choice when it comes to suppliers, and as a result, we greatly appreciate your business and support. We will continue to provide the best products, exceptional service, and the most knowledgeable staff in the industry, while maintaining consistent and competitive pricing.

Thank you for your continued partnership.

Sincerely,

A handwritten signature in black ink that reads "Todd Skaggs".

Todd Skaggs  
National Vice President  
Dealers Choice