

**December 22<sup>nd</sup>, 2017**

**To: All Wesanco Distributors, Manufacturer's Representatives, Sales Personnel**

**Subject: Price Increase Announcement**

Because of ongoing cost increases, the Wesanco division of ZSI-Foster is announcing a price increase on its products effective February 1<sup>st</sup>, 2018. This increase will apply to all Stock, Job, and Special Pricing Proposals currently in effect.

The new price sheet will be available for download from our website at [www.wesanco.com](http://www.wesanco.com) by January 1<sup>st</sup>, 2018.

The overall average increases being applied to our products are as follows:

- 8% on Strut Channels
- 4% on Accessories

All orders received after February 1<sup>st</sup> will be billed and shipped based on our new price sheet.

The Wesanco division of ZSI-Foster is committed to providing you with the highest quality products and services beyond your expectations now and in the future.

We sincerely appreciate and highly value your continued support!

Sincerely,

A handwritten signature in black ink that reads "Thomas D. Wright". The signature is written in a cursive style and is positioned above the printed name.

Thomas D. Wright  
President  
Global Sales