

June 14<sup>th</sup>, 2016

**TO: Our Valued Customers**

**SUBJECT: Wesanco Price Increase Effective 07-15-2016**

Due to rising costs of steel we are announcing a price increase on all Westrut® Channels and Accessories of 7% to be effective on 7-15-2016. All orders received prior to that date will be billed and shipped at the current price levels.

Our new Pictorial .pdf Suggested List Price Sheet as well as the new Excel version of the Price Sheet will be available for download from our website at [www.wesanco.com](http://www.wesanco.com) starting on July 1<sup>st</sup> 2016.

Wesanco a ZSI-Foster company will continue to focus on controlling our operating expenses and reducing our manufacturing costs. However, ongoing increases in raw materials have made it necessary to implement a price change at this time.

We sincerely thank-you for your continued support and look forward to a highly successful and mutually profitable 2016.

Sincerely,



Thomas D. Wright  
President – Global Sales  
ZSI-Foster



Sean MacKenzie  
Vice President Manufacturing  
Wesanco