



June 1, 2018

Re: Price Increase

To Our Valued Partners,

First and foremost, thank you for continuing to partner with us through the years and allowing us to serve your tank needs. While we have experienced moderate rising costs the last few years across several raw material categories, steel prices have risen at an alarming rate since the start of 2018. Forecasters believe that these costs will continue to rise throughout the remainder of the year. Also, steel mills have recently put customers on allocations making it tough to get the steel needed to fulfill tank orders. Allocations are one of the reasons our lead times have jumped to 8-9 weeks.

We have been forced to increase our prices by 10% starting with all orders placed after June 15, 2018. Starting immediately QSC can no longer guarantee pricing on Delayed Delivery Program orders. We will still accept the orders and provide future delivery dates, but we can no longer guarantee the pricing in the current steel environment. We will honor the pricing on all orders currently in the system. We will continue to work with our vendor partners to help minimize the impact of these increases to our customers.

Please contact our network of Distributors and Regional Sales Managers to answer any questions you might have to ensure your tank needs are met.

Best regards,

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