



16100 S. Lathrop Ave
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DATE: June 18, 2018

TO: All Sales Personnel

RE: US Price Increase Announcement - Effective July 16, 2018

Due to continued steel and freight costs increases, Atkore will increase prices of Power-Strut **strut channel 12% effective July 16, 2018**. Unlike in prior announcements there will be no price change to Fittings and Accessories at this time. Specific customer pricing will be shared in the coming days.

Price adjustments will affect stock quotes. Current job quotations will be honored for the period of their specified term limited to the quantities bid at the time of quotation. Going forward we will publish escalation clauses to offset future forecasted steel increases.

Customer orders placed prior to 5:00 pm central time on last business day prior to effective increase date will be honored at the pre-increase price levels if for immediate shipment only. Atkore reserves the right to limit order quantities to two weeks of average customer purchases and adherence to specific job quoted product assortment.

We recognize the impact of this change on your customers, however price spreads are at historically low levels and are absolutely unsustainable. We remain committed to being the customer's first choice by providing unmatched quality, delivery and value.

If you have any questions regarding this announcement, please contact your sales representative.

Thank you for your business and support.

Sincerely,

Steve Elsdon
Metal Framing Business
Atkore International



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INDUSTRIES



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