



Steve Camilletti
General Manager North America

TO: All Valued Picoma Customers **DATE:** November 1, 2018
FROM: Steve Camilletti, General Manager North America
SUBJECT: Price Increase - January 1, 2019

Picoma will be implementing a price increase on all products effective January 1, 2019. This change in the list prices is necessary to absorb the continued escalation of steel costs and manufacturing costs. The increase percentage varies by product category and trade size. The new list pricing of ECN0119 will supersede list pricing ECN0418.

All orders entered after December 31, 2018 for immediate shipment will be priced from the new price sheet (ECN0119).

Picoma reserves the right to limit the size of orders to historical Purchase levels.

Your Picoma representative will be forwarding updated list price sheets and net sheets very soon.

IMPORTANT NOTE: Effective January 1, 2019 the new Picoma standard payment terms will be 2% 30 days/ Net 31 days.

Thank you for your continued support of Picoma.

Regards,

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