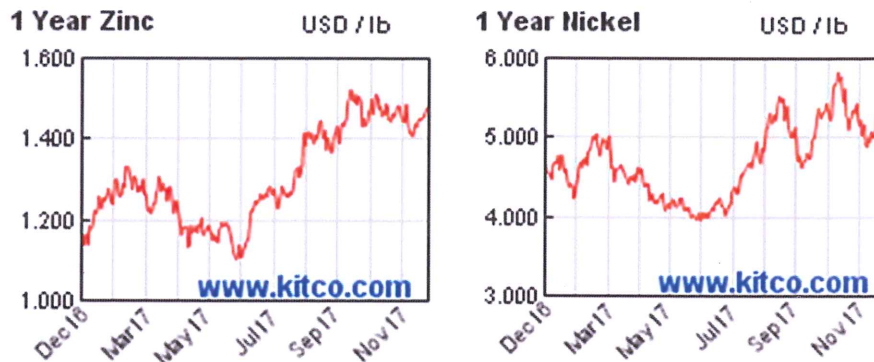


December 28, 2017

To our Valued Customers:

As the economy has continued to improve, we have seen a steady increase in the costs to manufacture your products. We have been absorbing increased costs for specialty raw materials, including lubricants, plastics, galvanized wire and stainless steel rod, as well as the increased fees associated with production, transportation, and processing of material throughout our global supply chain. As one example, please see the charts below illustrating the increase in Zinc and Nickel prices in the last year. We expect this trend to continue through 2018.



Given these additional costs, we find it necessary to institute a base price increase on all our wire and wire rope products effective with all new orders received January 1, 2018 and later. Our last base price increase was effective August 1, 2013. We have attempted to hold our base price levels for as long as possible but unfortunately we can no longer do so without affecting our levels of quality and service that you have come to expect from Loos & Co., Inc.

Effective January 1, 2018, we will have an increase in our selling prices by six (6) percent. We appreciate your continued support and understanding during these times of cost increases and we pledge to continue to provide you with quality products and excellent service.

Thank you for your past business and we look forward to continuing our mutually beneficial relationship. If I can be of service please feel free to contact me directly.

Sincerely,

Robert Davis
Vice President, Sales & Marketing