



January 12, 2021

Dear Valued Distributor Partner:

We would like to thank you for all of your support and efforts selling Karp access doors – 2020 certainly was an unusual and challenging time for all!

As many of our distributor partners are already aware, material prices for corrugate, gypsum, and most importantly, steel have been on the rise for quite some time now. Increases in steel prices are projected to continue well into the 2<sup>nd</sup> quarter of 2021. In addition to the increasing cost of materials, we are faced with the increases in minimum wage requirements of New York State.

We have been diligently working to reduce our costs of manufacturing, and to purchase in the most efficient manner, however, these rising costs of materials are forcing us to pass on a price increase. The price increase will be effective March 1, 2021.

If you should have any questions, please do not hesitate to contact your Customer Service Representative or myself at your earliest convenience.

Thank you for your continued support, and we hope for and look forward to a healthier and more prosperous year for all.

Sincerely,

Larry Mass  
Vice President