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ISO-9001: 2000 Registered Company

April 9, 2018

✓ TriMega
Rachel Dorman
5600 N. River Road
Rosemont, IL 60018

Dear Valued Customer,

First and foremost, we would like to thank you for your support throughout the years. We sincerely appreciate your efforts in helping us educate your customers that FireKing designs and manufactures the highest quality file cabinets and storage units in the world, and the only company who can meet the rigorous testing and certifications in our field. We are especially proud of the fact that we are the only American manufacturer left in our industry, and we proudly design and manufacture here in the United States.

During 2017, FireKing faced increased cost pressure on materials, labor, and healthcare costs, but we decided to NOT raise prices for 2018. It is our job as a manufacturer to increase efficiency, invest capital, and continuously improve to offset these costs.

The recent announcement by the US administration on tariffs has been a game changer. FireKing only uses high quality steel made in the United States, but US mills have dramatically increased pricing. Our steel prices have increased over 30% since the first of January. We also are facing supply shortages (as manufacturers scramble to acquire steel) and further increase the price in the second half of 2018. The suppliers are predicting increases of at least 12-15% more in the second half of the year.

In order to stabilize your costs and our margins, FireKing is implementing a price increase ranging from 10% to 12.5%, depending on the product, effective July 1, 2018. We will review this issue again in the fall as we determine pricing for 2019.

We are not passing on all the steel price increases as we will continue to improve, invest, and wring out every efficiency we have under our control. Given the magnitude and timing of the tariff-related cost changes, we hope you understand the business need to make these adjustments.

Thank you for your continued support!

Best Regards,

Gary Weisman
President

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