



Louisville Ladder Corp
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1/15/2018

PRICE INCREASE ANNOUNCEMENT

As the leader in the Canadian ladder market, we have taken advantage of our expertise and investments in product development, competitive global sourcing, continuous process improvements and technology to control costs and hold pricing for the last 3 years.

However, due to external forces, we have suffered significant cost increases in aluminum, fiberglass, steel, and inbound freight, which have not been adequately offset by ForEx. Therefore, we are forced to pass a portion of these rising costs on to the market.

A weighted average price increase of 5 % will be effective Feb 19th, 2018

A detailed and updated price schedule to follow this notice.

Recognizing any cost increase is difficult, we have put forth every effort to minimize this impact.

This increase is a measure to ensure a sustainable future and allow us to continue providing the finest ladders in market while meeting our obligations to you, our valued partner.

Sincerely,

A handwritten signature in blue ink, appearing to read "Mike Dunlop".

Mike Dunlop
Sales & Marketing Manager (Canada)
Louisville Ladder Corp