

To: All Customers
Subject: Krendl Machine 2019 Price Increase

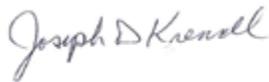
Krendl Machine would like to Thank You for your business and continued support for 2018 and look forward to continuing to work with you throughout 2019. As we look to 2019, Krendl is excited for the potential growth for all of our customers in the construction industry; especially for our Insulation Contractors in increasing the current and future projects and expanding their reach in new markets.

Krendl continues a dedicated effort in our daily processes to offset any increases we receive to control costs and help maintain our equipment prices. As a result our equipment prices will have minimal increases on some machine equipment, parts and accessories while others will have no increase. We ask that you review your Price Lists to assure you have the proper pricing in your system starting January 7, 2019. You'll find attached the published LIST PRICE sheet for our published Product, Accessories and Parts which will be effective January 7, 2019. Your sales associate will be in contact with you regarding your Discounted Price Sheet. Rest assured we will work hard to hold costs and help you grow your business.

We also want to make sure you remember to use the Krendl **Technical Hotline at 1 800 459 2069** so you can maximize your equipment's production. We have a full range of accessories and parts that can enhance your current process and equipment to help maximize your productivity while helping to reduce your "on-site" time. Our Inside Sales team is here to help you with any items needed to assure you never miss a project. Krendl knows that no downtime means more profit for you. We know **the importance of your business is never having to wait for parts** or having to wait to get a call back or get parts shipped. *Don't hesitate to **contact us for service on any insulation equipment you have in your fleet**, or use our Authorized Service Center network to get your machine in top shape for 2019.*

Our entire team at Krendl Machine Company appreciates your business and we continue to think of ways to improve our support so you choose Krendl Machine every time. Please feel free to contact us with any questions or concerns.

Sincerely,



Joseph Krendl
President
Krendl Machine Company