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6/24/2021

Dear Valued Customer:

This letter is to inform you that Flatiron Panel Products will be implementing updated pricing and Lead times. Unfortunately, we have experienced dramatic price increases for all of the materials used in our manufacturing and shipping of panels. While we have held out on increasing prices as long as possible, it is needed now.

Our online store and stock panels will be experiencing an 18% increase. Our website will list the new prices asap, as our IT person is in process of updating our website. All of our production customers and recurring customers should expect and increase as well. We will review all production and made to order type panels at the time of order. Any P.O.'s or Quotes made in the last 30 days will be honored, barring any items being unavailable.

Lead times are also increasing. Flatiron Panel Products will do our best to communicate any delays that may occur in our made to order panels. Our standard panels will still be readily available. However, our custom area of business is experiencing high volumes and material delays. Again, we will do our best to communicate any delays.

Lastly, we are updating our terms. We will require a 30%-50% deposit on all projects exceeding \$20K. Current customers with Net 30, will be billed the remaining balance and receive the net 30 for the balance due. Projects under \$10k will need to pay in full at the time of completion prior to shipping.

Thank you! We sincerely appreciate your support and understanding through these pricing adjustments. We are hopeful the market and material costs will go back to normal. If and when that happens we will adjust our prices back to normal.

Best Regards,

*Flatiron Panel Products, Uc
Management*