



Featherlite Industries Ltd.  
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February 6, 2014

### **FEATHERLITE PRICING ANNOUNCEMENT**

Attached please find your new Featherlite distributor net schedule effective April 1, 2014. All Featherlite products have been increased 5%, with the one exception of rolling steel ladders which remain unchanged.

The increase is strictly due to the decline in the Canadian dollar. A large percentage of our raw material purchases are in U.S. funds, including 100% of all fiberglass rails, and at least some of the increased costs must be passed on.

Please note all contract pricing that was extended earlier will remain in effect as per the quoted period on the tender.

I thank you for your continued support throughout what will likely be a difficult year, as Canadian business readjusts to the 'old reality'.

Please do not hesitate to contact either your Featherlite representative or myself if you have any questions or concerns.

Sincerely,

A handwritten signature in blue ink, appearing to read "Steve Pratt", with a long horizontal flourish extending to the right.

Steve Pratt  
Sales and Marketing Manager  
Featherlite Industries Ltd.