



March 10, 2021

Dear Hayes Manufacturing Customers,

The cost of raw materials is reaching new highs and the upward trend seems to be continuing. The escalation and volatility of steel costs have surpassed our ability to address the problem without implementing a surcharge.

Effective immediately, a steel surcharge will be added to new purchase orders as they are confirmed. Because the amount of steel in each product varies, we will calculate surcharges as we prepare quotes and receive orders. Existing, open orders will be reconfirmed with the surcharge (as applicable). To request a new quote with current surcharges, contact orders@hayescouplings.com.

We appreciate your business and the trust you place in us every time you submit an order. We will monitor the situation and adjust the surcharge as our raw material costs increase or decrease. Our goal is to eliminate surcharges as quickly as possible.

Sincerely,

Penny Challenger

Penny Challenger
Hayes Manufacturing
President