



October 1, 2026

To Our Valued AFCO Columns & Railings Customers,

Thank you for your continued business and partnership. I am writing to give you advance notice that AFCO Columns & Railings will implement a **7.5% price increase** across all products, effective with orders received on and after **Monday, November 2, 2026**.

This will be our first price adjustment since January of this year. Since that time, we have seen significant and sustained increases in the costs of making and delivering our products:

- **Aluminum** The domestic aluminum market has risen substantially since January and has remained volatile throughout the year.
- **Resin** Costs for the resins used in AFCO Fiberglass Columns have increased across the board.
- **Logistics** Rising fuel prices have increased our costs both to bring in raw materials and to ship finished products to you.
- **Other Inputs** Packaging, paint powder, anodizing and maintenance materials have followed the same upward trend.

This adjustment allows us to continue delivering the quality, service and domestic manufacturing you count on from AFCO.

In addition, we are re-evaluating our prepaid freight terms and will communicate any changes to you separately.

A follow-up communication will provide your updated multipliers so you can determine your net pricing once the increase takes effect. In the meantime, your AFCO sales representative is available to answer any questions.

On behalf of everyone at AFCO, thank you for your continued trust in our products and our team.

Sincerely,

A handwritten signature in black ink, appearing to read "Richard Pearson".

Richard Pearson

VP – Sales & Marketing
AFCO Industries