



June 27, 2017

Attn: Valued Customer

Re: **CRACO 90-day Job Quote Policy***

- ✓ Quotes will be issued for specific identifiable projects.
- ✓ Quotes without footages are quoted at 80,000 pounds maximum.
- ✓ Quotes must be activated within 90 days from the date of initial quote.
- ✓ Activation is defined as shipment of the first full truckload, 40,000 pounds minimum or entire job if less than a full truckload. Pricing will follow any applicable quoted escalators at time of shipment.
- ✓ Activation serves to fully commit the project in its entirety to CRACO on behalf of both the distributor and contractor.
- ✓ Balance of job quote must ship within 180 days from the date of the initial quote. Pricing will follow any applicable quoted escalators at time of shipment.
- ✓ Quotes must be re-quoted after 180 days to reflect current market pricing and will receive a new quote number.
- ✓ Please contact CRACO for minimum quote quantity.
- ✓ Non-binding escalation guidelines will be provided by our corporate office for jobs extending beyond 180 days. These guidelines will be suggested price levels and are not a commitment for specific pricing by CRACO.

*Substituting another manufacturer, using quoted numbers from one project on another project, or inflating volumes may result in the cancellation of the remaining footage and existing awarded jobs.

This job quoting policy supersedes any and all other CRACO job quote policies.
CRACO reserves the right to modify this agreement at any time without notice.

Thank you for your continued support of CRACO Manufacturing, Inc.

Addendum

In case of occurrence of severe market situation for price increase of a minimum of 10% in one increase and/or severe dip in supply, CRACO reserves the right to allocate volumes to any and all customers based upon previous 12-month average usage. CRACO reserves the right to limit these allocated volumes even in the event of job acceptance approval. During allocation situations, CRACO cannot guarantee delivery schedule.

