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November 14, 2017

Re: Fiberglass Tank Price Increase

Dear Containment Solutions Customer:

Resin, catalyst and other key raw material costs have steadily increased since March. This trend is expected to continue in the first half of 2018.

As a result, CSI will discontinue the 3% resin surcharge and implement a 9% list price increase on all FRP products and accessories.

The terms of this price increase are as follows:

- New prices are effective with all orders received on or after January 1, 2018.
- Prices for all orders received and accepted through December 31, 2017, which are based on current list prices will be honored, provided the order is produced and shipped or invoiced no later than January 31, 2018.
- All existing orders and inventory not shipped prior to January 31, 2018 will be subject to the 9% price increase.
- Resin surcharges will be discontinued on orders based on new list prices. Orders placed at current pricing will continue to be invoiced with the 3% resin surcharge.

The new list price books will be available in the next several weeks.

Thank you for your business.

Sincerely,

A handwritten signature in blue ink that reads "RES".

Ron Shaffer
Vice President Sales & Marketing
Containment Solutions, Inc.