



January 21, 2021

To Our Valued Customers:

Much has occurred in the past twelve months and it has had a direct impact on all of us. As we put 2020 behind us and look forward to 2021, I hope that all of you are off to a strong year and experiencing increased sales with the improved market conditions.

Unfortunately, just as we are starting to experience improved conditions in the agriculture equipment industry, we are being hit with the realization of direct cost increases in important raw material inputs and purchased components. Shortly after our price adjustment last October, where we reduced prices on most of our product lines, we have seen steel prices rise 45–75% and component prices rise 10–25%.

As a result of such material cost increases, and despite our best efforts to manage or offset these costs, Art's Way Manufacturing has no alternative but to raise prices of our products by 5%. The price increase will go into effect February 1, 2021. All orders received before that date will be entered at current pricing, thus giving you some time to close any open quotes you may have. We will monitor the steel and component price situation closely and do our best to avoid additional price increases in the foreseeable future.

Art's Way Manufacturing continues to work hard to provide you with the quality products and exceptional service you have come to expect. We look forward to a successful partnership with you and want to thank you for your continued business.

Best Regards,

*David King*

David King  
CEO  
Art's Way Manufacturing