



January 23, 2014

Valued Distributor Partners

We would like to thank our valued distributor partners for a successful 2013. We are grateful for your continued support and efforts selling Karp access doors, and we are looking forward to a prosperous 2014.

As I previously communicated, we are excited to launch our newly re-designed DSC-214M general purpose access door. Look for the following enhancements:

- NEW!** • Door and trim shall have radius corners, making for a safer and more aesthetically pleasing access door.
- NEW!** • A re-designed frame and 1" wide trim add to the rigidity of the access door.
- NEW!** • Hinge shall be pin type hinge, spring loaded making door removable.
- NEW!** • Finish shall be a **white** prime coat of rust inhibitive electrostatic powder paint.

Furthermore, we are excited to announce that the **entire** Karp product line will be finished with a **white** electrostatic powder paint primer finish.

We are in the final stages of our move into our new state-of-the-art manufacturing facility. We anticipate that we will be manufacturing access doors in our new location by mid-February. We will keep you posted if there are any further changes to this timeline. As a reminder, this will be a "rolling introduction" into the market place in February; therefore, there could be a mix of inventory in the distribution channel for a brief time.

As, we mentioned in our last update, we are currently working on new materials, such as catalogues, photography, submittal sheets, website, etc. As soon as the materials become available, we will forward them on to you.

As always, if you should have any questions about these exciting product changes or the timing of the introduction, please do not hesitate to contact your Customer Service Representative or myself at your earliest convenience.

Sincerely,

Larry Mass
Vice President