



Hornady Mfg. Company
P. O. Box 1848
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7/2/2013

Dear Hornady Customer:

As you are aware, 2013 has been one of the most challenging years ever in the sporting arms industry. We are proud of the increases in production we have achieved this year, but we are still faced with demand that exceeds our ability to produce.

In efforts to increase production, we have reviewed everything, refining procedures, adding people, and equipment when possible. One area that will help us produce more: cutting the number of changeovers in our production machinery.

In order to reduce changeovers, we are announcing the **temporary suspension** of over 150 ammunition items and 150 bullet items, for the balance of 2013.

Attached you will find the list of items that will be suspended. Our plan is to remove the orders for these items from our system, beginning July 10th, and notify you of the cancelations. We will continue to monitor and update this list as the market conditions change.

Our goal is to try to deliver more to every customer, and while this may impact certain categories, our overall delivery should improve.

We hope this information will help you better plan your ordering, open to buy, and understand the disposition of your backorders. Our intent is to help you eliminate considerable work for items you realistically would not receive the balance of this year.

We are thankful for your support and we appreciate your patience during this most interesting time.

Sincerely,
Hornady Sales Group