



Millcreek Millworks, Inc., DBA McRoyal Industries

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October 16, 2025

Subject: Updates to Estimating and Accounts Receivable Terms

Dear Valued Customer,

Please accept our sincere appreciation for your continued partnership with McRoyal Industries. As we enter our 70th year in business, we are seeking new ways to improve efficiency and deliver even greater value to our clients. We are pleased to share several important updates to our estimating and billing policies.

✦ **New Early Scheduling Discount Program**

To better serve you and to optimize our project scheduling, we are now offering a **special discount** on all new projects that provide a **minimum of 90 days of production lead time** from the date of contract receipt.

By providing this increased planning window, we can improve production flow and offer you the following savings:

- **3% discount** for projects **up to \$50,000**
- **2% discount** for projects **over \$50,000**

This discount will be applied directly to all qualifying proposals upon receipt of approved contracts. It's our way of rewarding proactive planning while helping us maintain on-time delivery and exceptional craftsmanship.

💳 **Updated Accounts Receivable Terms: "2% Net 20"**

Effective immediately, we are also introducing a **2% net 20 payment discount** on all standard invoicing. Customers who pay deposit or final invoices **in full within 20 days** of

the invoice date will receive a **2% discount** on their total invoice amount (excluding shipping/freight).

This incentive supports cash flow flexibility on both sides and ensures we continue to provide competitive pricing and service levels.

Additional Estimating Process Enhancements

Along with these changes, we will be enhancing our estimating process in the coming months with new tools and technologies to improve clarity and automate contract processing. More on this will be shared in the coming weeks.

If you have any questions about these updates or would like to request a new estimate with the early scheduling discount language applied, please do not hesitate to contact our team at orders@mcroyal.com or call our office at **330-747-8655**.

We appreciate your continued trust in us and we look forward to serving your upcoming projects with continued quality, efficiency and value.

Warm regards,

Lori J. Sayavich
President