

# Fire Suppression Products

## March 31<sup>st</sup> Price Surcharge

March 31, 2021

Dear Valued Customer,

As many of you are already aware, the prices of raw materials have significantly increased over the past six months. Steel has increased in excess of 100%, for example, and other raw materials used in the production of our products have increased as well. In addition, the cost of freight and packaging are at unprecedented levels.

We have made a conscious effort to postpone any price increase to you despite these cost issues for as long as possible, hoping that these rapid increases would prove to be temporary and stability in raw materials prices would return. Unfortunately, the prices for these commodities have remained at very high levels and the worldwide demand for steel and other materials remains high and is expected to continue.

Therefore, we are implementing a 3.85% surcharge on all products that are ordered after March 31, 2021 for shipment after April 15, 2021.

- The surcharge will apply to all fire suppression products except metal framing and support
- All orders placed after March 31 and shipped after April 15 will include surcharge
- The surcharge will not be applied to orders placed prior to March 31, 2021
- Existing quotes provided prior to March 31, 2021 will include the surcharge for product shipped 60 days after the quote was created

We are committed to providing industry-leading products at a fair value and will continue to make investments in new offerings to help you better serve your customers.

To the extent that commodity prices stabilize to historical rates, we will evaluate pricing surcharges and notify you of any changes.

We will be contacting you to discuss the details of this surcharge.

Best Regards,

Chris Eichmann  
Vice President and General Manager, Fire Suppression