



January 27, 2017

Re: Announcement of price changes for 2017

Each year we review changes in costs and the underlying prices of raw materials to make sure we remain competitive in the market place. As you may have noticed from other vendors you buy from, copper has been on the rise for the last several weeks. We have also seen and experienced increases in transportation costs.

During this review, we not only look at increased costs, but also decreases in cost. Very often we will achieve a price decrease through manufacturing efficiencies and better negotiated freight rates. To that end this year there is an overall increase of 2.4%. We have attached an excel spreadsheet and separated price increases from decreases as well as provided a tab that demonstrates how the price change, if applied to last year's purchases, would "net" out.

As always, price reductions are effective immediately for orders received on or after February 1, 2017. Increases won't be effective for 60 days, April 1, 2017, providing enough time to adjust pricing to your customers.

Should you have questions regarding these changes, please don't hesitate to contact me directly.

Thank you for your business.

Mark Watrous  
Director of Sales  
Fire Protection Products Inc.

