

System Components Pricing Update!

June 2004

Dear Customer:

As you know, we are in a very unsettled time for pricing and once again we have received price increases from several of our manufacturing partners.

- **Merit O-lets and Grooved Shaped Nipples** 13%
- **Seminole Nipples** 17%

Because of these increases, Reliable will be increasing List Prices to all of our customers effective **July 5, 2004**.

Please take the time to review your requirements for these products and place an order with us prior to **June 25th** for shipment no later than **June 30th**. We will not be able to hold pricing or ship product at the old price after July 2, 2004. Please get your orders in early.

In addition, we will be adding and updating some of our other System Components price pages in order to better serve our customers.

We regret the fact that we have to increase our pricing with very little notification, but we do so only as a result of the price increases that we receive from our suppliers and as in the past we fully expect to see additional increases on all products during the next three months of between 5% and 10%. Again, these increases are being driven by the increasing cost of raw steel and at this time we do not anticipate a drop in steel pricing any time soon.

Our amended pricing will be posted on the Reliable website at www.reliablesprinkler.com and will be available on **June 21st**. The file can be downloaded from the site.

All of us at Reliable want to thank you for your business and continued support of Reliable's System Components product line.

Sincerely,



Rex Schwendiman
Vice President, System Components