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## SYSTEM COMPONENTS PRICING UPDATE

Dear Customer:

Reliable was recently informed of price increases from the following vendor:

<u>Manufacturer</u>	<u>Products</u>	<u>Average % Increase</u>	<u>Effective Date</u>
Noble Company	FireFighter® glycerine based antifreeze	6% to 7%	Nov. 2, 2020

Because of this, Reliable will be adjusting these list prices for all our customers on November 2, 2020. As always, we regret the fact that we must raise our prices, but we do so only as a result of the increases that we receive from our manufacturing partners. The basis for this increased as outlined by Noble is as follows:

- The increase is driven by high demand, largely due to increased hand sanitizer production. Further, a decrease in the available byproduct from biodiesel production is forcing manufacturers to switch to alternative sources of glycerine. While Noble does not use biodiesel-derived glycerine in any of their manufacturing processes, this has caused many manufacturers to enter into the pharmaceutical-grade glycerine market that Noble participates in already. Noble anticipates that glycerine raw material costs may continue to increase over the next several months.

Please take the time to review your requirements for the products listed above and place an order with us prior to October 26 for shipment no later than October 30, 2020. We will not be able to hold pricing or ship product at the old price after October 30, 2020.

Our amended pricing will be posted on the Reliable website at [www.reliablesprinkler.com](http://www.reliablesprinkler.com). Please download it from our 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



**Reliable Automatic Sprinkler Co., Inc.**  
*Manufacturer and Distributor of Fire Protection Equipment*