



Reliable Automatic Sprinkler Co., Inc.
Manufacturer & Global Distributor of
Fire Protection Products

May 24, 2021

Dear Valued Customer,

Due to unprecedented and dramatic increases in the cost of raw materials, Reliable must implement an increase of our list prices globally. Reliable has absorbed continued cost increases for over 2 ½ years - *since November 2018* - without raising pricing on our manufactured products. These necessary increases will impact our Sprinklers, Valves, Replacement Parts and Special Hazards/Special Systems and will average 7-8%.

Orders must be placed prior to the close of business on Friday, July 16, 2021 and shipped no later than the close of business on Friday, July 30, 2021 to receive current pricing. All orders placed at current pricing will be accepted subject to product availability, and orders received after July 16 will only be accepted at the new pricing levels.

Pricing can be accessed through Reliable's online purchasing program called Reliable eStore for those customers that are utilizing this purchasing program. We will also make the new list pricing available in advance on our website, www.reliablesprinkler.com

We thank you for your understanding and continued support of Reliable Automatic Sprinkler Company. We will continue to provide you with superior quality, technology and service while striving for cost efficiencies, especially during these challenging economic times.

Sincerely,

A handwritten signature in black ink that reads "John M. McNamara". The signature is written in a cursive, flowing style.

John M. McNamara
Vice President, Corporate Sales