



17 November 2017

Dear Fire Protection Professional:

Effective January 31, 2018, Globe Fire Sprinkler Corporation will be increasing list prices of our Sprinklers, Valves, and Accessories by an average of 5.5%.

In keeping with Globe's philosophy of providing high quality products at a competitive price, we have not increased prices since 2009. Due to an increase in labor and operating costs, as many of you have experienced, a price increase is necessary at this time.

Current pricing will remain in effect for all orders received before close of business on Tuesday, January 30th and shipped on or before Wednesday, February 28th.

Globe's new list price book will be available at globesprinkler.com/pricebook on Tuesday, January 2nd.

Thank you for your continued support.

Sincerely,

A handwritten signature in black ink that reads "Ralph Watson". The signature is fluid and cursive, with a large loop at the end.

Ralph Watson
National Sales Manager