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Tibor Egervary
Vice President
Marketing, Sales

TO: National Sales Staff
Manufacturers' Representatives
Wholesale Customers

CC: Customer Service
Administration

RE: WardFlex® CSST Pricing

Date: 8 July 2008

The constant drumbeat of raw material and basic resource cost increases, along with the insistent and dramatic rise in oil and other fuels are reminders to us all that our marketplace is both local *and* global, insulated *and* exposed, traditional *and* cutting edge.

The efforts of our engineering and production staff are unmatched anywhere in holding cost increases at bay with smart purchasing and impressive productivity and safety performance.

However, a 5.5% price increase on WardFlex® products will become effective **August 11, 2008**. Specific items may vary from 5.5% as individual circumstances warrant. The effect of this increase will allow us to continue to supply you the revolutionary WardFlex product line, as well as to continue our work in finding ways to make inventory, supply, training, logistics and installation fast, efficient, profitable, and professional.

Price Sheet # 310808 will be available for your convenience for download or printing at www.wardflex.com starting August 1, 2008. Available in both Adobe Acrobat Reader and spreadsheet formats. You will then be able to use the data either as a selling tool from the screen or hard copy, as well as a data base to load into your systems.

All of us in Blossburg and Lawrenceville, PA thank you for your partnership, confidence, and business.

Cordially,

Tibor Egervary

COMMUNICATION ALERT	As postage and material costs continue to escalate, please note: All future information or communications about terms, conditions, or pricing changes will be communicated via email and web posting.
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