



February 10, 2017

Continental and Airjet Distribution Partners

We have been experiencing considerable price increases for raw materials used in production. These increases have made it necessary for us to announce our first price increase since 2014.

Effective April 14, 2017, Continental grilles, registers, and diffusers will experience a price increase of approximately 4.8%. Airjet venting products will experience a 6.5% increase.

The existing list price catalog will still be in effect with a new multiplier. Updated competitive market quotations will also be available shortly. In an effort to streamline our pricing structure, we will be minimizing quotations to products that sell a minimum of 100 pieces per year. However, there may be exceptions to this rule due to market conditions. If so, contact your Continental Sales Representative or Customer Service Representative to address this situation.

Please inform appropriate parties within your organizations of this important news.

We look forward to continuing to provide you with cost-effective, American-made products. Please contact your Continental Sales Manager, Manufacturers Representative or Customer Service Representative should you have additional questions.

Sincerely,

A handwritten signature in black ink that reads "Doug Gaugler". The signature is fluid and cursive.

Doug Gaugler
Continental Industries, Inc.

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THE QUALITY SHOWS