



Hart & Cooley Inc.
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hartandcooleyinc.com

August 3, 2016

Subject: Hart & Cooley, Inc. price increase – effective October, 3, 2016

Dear American Metal Products Authorized Distributor:

Effective October 3, 2016, Hart & Cooley, Inc. will implement a price increase on select product families.

This increase is necessary to offset inflationary pressures on metal. The United States implemented a 266% tariff on Chinese steel, driving costs up dramatically. Since January 2016, the price of steel has risen 25%. This upward trend is expected to continue.

Below is a summary of the product families that will experience an increase:

B-Vent	5%
Select Grilles, Registers, and Diffusers	5%
Access Doors	4%
Duct Components	10%

Specific price updates along with a list of effected SKUs will be available in the next 30 days. If you have any questions please feel free to contact your sales representative or myself.

Best regards,

Tim McDonald
Vice President – Wholesale