



The Ford Meter Box Company, Inc.

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January 31, 2018

To Our Valued Customers:

During the past year, and particularly during the third and fourth quarters, many of our raw materials have experienced a slow but steady cost increase. The Ford Meter Box Company, Inc. has done all we could to absorb these rising material costs during recent months; however, we must increase our prices. **You will note this will not represent an across-the-board price increase on all products.**

Select products will increase as detailed below:

- Wabash products, excluding cast iron products, will increase by 6% (brass, no-lead brass and meter testing equipment).
- Pell City pipe repair products will increase by 3% (clamps, couplings and tapping sleeves).
- Uni-Flange® joint restraints (import and domestic) will increase by 3%.
- Pell City iron saddles and Wabash cast iron product prices will not increase. This includes iron saddles (catalog section AA), cast iron meter box covers and lids (catalog section D), cast iron yoke boxes (catalog section C), cast iron yokes (catalog section E) and cast iron curb boxes (catalog section GA).

We do not plan to print a new price book. This change will be implemented primarily by a discount adjustment (see enclosed distributor discount page). Select import items in Catalog Section U and stainless steel inserts will also see a list price adjustment.

All orders received on or after March 2, 2018 will be subject to the increased prices. All existing fixed price quotations will be honored through the expiration date of that quotation. All other quotations will be subject to the increased price levels effective March 2, 2018.

Best regards,

Thomas A. Lower

Vice President and Senior Manager of Sales and Marketing