



October 30, 2018

Subject: Price Adjustments Effective January 2, 2019

Dear Valued Customer,

Hart & Cooley, Inc. is implementing a price increase effective January 2, 2019. The price adjustment impacts new orders entered on January 2, 2019 and beyond. Our company continues to make operational improvements, capital investments and renegotiate freight rates in order to lessen the effects of cost increases in the marketplace.

Products Covered	Percentage Increase
Pressure Stack	4%
Heatfab	4%
B-Vent	4%
Grilles, Registers and Diffusers	*Please reference page 2 (reverse side)
Access Doors	5%
Rooftop Products (Portals Plus, Milcor, RPS)	5%
Duct Components	5%

Timeline:

Price increase announcement	October 30, 2018
Updated pricing files on customer portal	by November 30, 2018
Last day to transmit orders with current pricing	December 29, 2018
New pricing effective date	January 2, 2019

Please contact your territory sales manager to discuss pricing for projects that have been secured, but have not yet been released to manufacturing.

If you have any questions please feel free to contact your sales representative, or myself.

Thank you for your business,

Mark Walraven, Vice President – Commercial



*Grilles, Registers and Diffusers

All residential and commercial grilles registers and diffusers with the exception of those listed indicated below will receive a 5% price increase.

The following Hart & Cooley brand product families will receive a 10% price increase:

20 | 23 | 814OB | 9200V | 92HVO | 92HVV | 92VHO | 92VHV | 94A | 94AHOV | 94AT | 94HOV | AD | APF | AR7 | ARE | DL | MCD,MCDD | PFG PERF GRILLE | RD | RE5 | RE5T,RE5TI | RED5 | REF5 | REF5T | S101 | S102 | S501 | S502 | S751 | S752 | SMF, | SR7 | SV | SVH | TG, TGF | USV1/USV3 | USVH1/USVH3 | Rezzin

The following Hart & Cooley brand product families will receive a 25% price increase:

C3 | C4 | CD3 | CD4 | CH1 | CH2 | CHD1 | CHD2 | CHM1 | CHM2 | CM3 | CM4 | H | HD | HM | HV | HVD | RH45LF | RH45LFT | RH90LF | RHD45LF | RHD90LF | RHF45LF | RHF45LFT

The following Lima brand product families will receive a 10% price increase:

290 | 1444 | 1600 | 12P | 700A | 90VOBD | AL10PF | AL2000 | AL2910 | AL700A | AL90VOBD | ALEC5 | ALEC5FF | ALH45FF | ALOBD | ALSDV | OBD | R42 | S90H | Rezzin

The following Lima brand product families will receive a 25% price increase:

990VOBD | AL990VOBD | ALC4 | ALS90H

*The following Airmate brand product families will receive a 10% price increase:

280 | 740 | 805 | DG | ESCD | ESD | ETB-1060 | EUS | Rezzin