



Elastomeric Insulation Products

K-FLEX USA  
100 Nomaco Drive  
Youngsville, NC 27596

December 21, 2016

Dear Valued Customer,

Effective March 1, 2017, K-FLEX USA will be increasing prices for insulation products by approximately 3% and for insulation accessories by approximately 5%. A full summary sheet is attached to this letter.

All orders entered for immediate shipment on or before February 28, 2017 will be invoiced at the current level. All orders placed after this date will be at the new prices.

The price increase is necessary to support continued investments in the business, as well as address a variety of ongoing cost pressures. K-Flex USA continues to implement cost reducing and efficiency improvement initiatives to minimize the impact to our valued customers. We sincerely appreciate the opportunity to be your supplier of high quality elastomeric insulation products.

Thank you for your business and continued support.

Best Regards,

A handwritten signature in black ink, appearing to read 'Giuseppe Guarino', with a long horizontal flourish extending to the right.

Giuseppe Guarino  
President  
K-FLEX USA



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<b>K-Flex March 2017 Price Increase Levels</b>		
<b>Product</b>	<b>Wall / Sheet Thickness</b>	<b>Increase</b>
Insul-Tube Black & White, Insul-Lock Self-Seal Black & White, Coils	<3/8"	8%
Insul-Tube Black & White, Insul-Lock Self-Seal Black & White, Coils	3/8", 1/2", 3/4", 1"	3%
Insul-Tube Black & White, Insul-Lock Self-Seal Black & White, Coils	>1"	0%
Glues, Coatings, Insulation Tapes	all	5%
K-Fit	all	5%
Solar	all	5%
Insul-Sheet	all	3%
Duct Liner Gray	all	3%
ECO	all	3%
Clad	all	0%
HT	all	0%
Pipe Hangers	all	0%
K-FONIK	all	0%
ALU/FSK Tapes	all	0%