



December 21, 2017

Dear valued customer,

Due to cost inflation in raw materials and labor, we are forced to raise prices on our products by a modest 3 percent. This increase will take place on February 1<sup>st</sup>. 2018.

Furthermore, Value Engineered Products will be converting to the next generation ASJ facing during the first quarter. This new ASJ consist of a polypropylene/core/scrim /foil which meets the 25/50 fire rating in commercial applications and eliminates the paper facing. The fiberglass manufacturers have already started the transition to the new facing and VEP feels that now is the time to transition to the new jacketing material.

We have also increased our stock levels and our price sheet reflects this change. You will find more items that are stocked going forward. We have also eliminated the box quantities for ½" wall sizes as the energy codes are requiring increased thicknesses.

We will provide new price books and discounts in January.

Thank you for your continued support.

Mark Reardon  
Vice President  
Sales