



October 22, 2018

Dear Valued Customer,

Manson Insulation will increase its prices on all Commercial, Industrial, and Air Handling products in the United States effective with all shipments on or after **January 18, 2019** per the following schedule:

Manson Insulation Product Category	
Alley K™ Pipe Insulation: <i>For the following states</i> (Connecticut, Delaware, Georgia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, North Carolina, Pennsylvania, Rhode Island, South Carolina, Vermont, Virginia, and Washington DC)	8%
Alley K™ Pipe Insulation: <i>For all remaining states</i>	5%
AK Flex™ Pipe & Tank Insulation	5%
AK Board™ Insulation	5%
High Temperature Products	5%
Alley Wrap™ Insulation	5%
Alley Kat Air Duct Board™	5%
Akousti-Liner™	5%
Akousti-Liner R™	5%

Manson Insulation reserves the right to limit purchase quantities based upon historic purchase levels, prior to the January 18, 2019 price increase effective date.

Your Manson Insulation Territory Manager will contact you to communicate the details of the new pricing.

Thank you for your business and continued support of Manson Insulation Products Ltd.

Sincerely,

Fabio Staffolani

Fabio Staffolani

Vice President, Sales – Commercial & Industrial