



January 18, 2021

Dear Valued Business Partners,

First of all, let me say "Thank You for your business!" The Potter Electric team values our partnership and we look forward to serving you. We work very hard to keep our costs low through efforts such as value engineering, production efficiency improvements, supplier negotiations and business process automation. Unfortunately, as a result of increasing costs from raw materials, labor, tariffs and increased shipping expenses we are implementing a price increase. This price increase will be effective April 1, 2021. The increase will average 3% on Sprinkler Monitoring products and 5% on Notification, Releasing peripherals and Fire Alarm products. Your complete price list will be e-mailed out within the next few weeks.

On behalf of our entire team, I want to say thank you for choosing Potter Electric Signal Company, LLC as your supplier for fire protection products.

Once again, "Thank you for your business!"

Best regards,

Sean Heskett
President, Sprinkler Monitoring Division