

September 23, 2021

Dear Valued Business Partner,

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. As each of you are experiencing on a daily basis, we are in a time where unprecedented inflation continues to impact each of our businesses. We have made adjustments in our cost structure and held off on a price increase as long as possible. Unfortunately, we continue to see increases in raw materials, shipping, and labor. Because of this we are implementing a price increase that will average 3.5% and will be effective December 1, 2021. 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

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13723 Riverport Drive
St. Louis, MO 63043

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