



October 13, 2021

Dear Valued Business Partners,

As you are surely aware, the global freight crisis continues to surge and has caused extraordinary and rapidly increasing logistics costs. Potter has been both managing and absorbing these increases while we renegotiate freight contracts and identify other areas to reduce cost. This circumstance has become more severe over the past 90 days and the outlook is that this will continue into 2022. Potter finds itself in the unprecedented situation of having to implement a 2.5% price increase in lieu of a Materials Logistics Fee for all new orders placed on or after October 18, 2021. We will continue to evaluate our logistics costs and will modify or eliminate this charge as our costs abate in time. As always, we value your partnership and appreciate your continued support.

Best regards,

Sean Heskett
President, Sprinkler Monitoring Division