

# WARD MFG

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January 5, 2021

To Our Valued Distributors:

It appears that our price increase announcement letter of 12/30/20 has mistakenly caused some confusion, which I will attempt to clarify.

In October, 2020 we announced a price increase for Welded Steel Nipples and Steel Couplings (both domestic products) to go into effect January 11, 2021.

The letter that was dated 12/30/20 also announced a price increase of Welded Steel Nipples and Steel Couplings (both domestic products) to go into effect February 8, 2021. This second increase is in addition to the January 11, 2021 increase.

Please remember that both increases will apply to any net priced nipples or "specials" with net prices, that we may be supplying.

These increases are necessary to help offset some of the raw material increase we have absorbed.

If you have any questions, or need more detailed information, please contact your local Ward Sales Representative.

As always, we value your business, and look forward to servicing your future needs.

Regards,

  
Don Ross

Ward Mfg.

V.P. Sales & Marketing

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