



SPEARS® MANUFACTURING COMPANY
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December 12, 2019

To: Spears® Manufacturing Company FlameGuard® Distribution Partners

RE: FlameGuard® products price increase notification

On February 1, 2020 Spears® Manufacturing Company will initiate a price increase on our FlameGuard® products. We have worked hard over the past 2+ years to keep this product line protected from the increases that have affected all aspects of our business.

While the costs for labor, manufacturing, materials and transportation continue to rise; we find it necessary to help offset a small portion of these costs in order to maintain the high level of quality, service and innovation you expect from Spears®.

Price changes will be as follows:

- FlameGuard® Pipe will increase by 3%
- All other FlameGuard® products will increase by 5%

Please contact your local Spears® sales representative with any questions.

As we prepare to enter a new year, I want to thank you for your continued support. Our 50th anniversary year was one to remember and I look forward to kicking off the start of our next 50 years with a strong 2020.

All the best to you and your staff for a Happy and Healthy New Year.

Sincerely,

A handwritten signature in black ink, appearing to read 'Matt Baker'.

Matt Baker
VP – Sales Operations
Spears® Manufacturing Company