

April 15, 2022

Re: Price Increase

Dear Valued Customer:

Our goal at ECM Industries is to ensure you have a high-quality product in a timely manner to meet the needs of your customers. Calendar 2022 is certainly shaping up to be a challenging year. We have seen unprecedented inflation and commodity increases in our core commodities of copper, aluminum, zinc, and HDPE. In addition, our business continues to experience double or triple historical expenses to ensure flow of product through overtime, expedite, airfreight, and priority fees. Finally, the overall domestic and international supply chain is a challenge due to shutdowns and material.

Despite our best efforts to aggressively control costs and maintain our product flow we will be implementing a price increase that will go into effect on May 15, 2022. This applies to all ECM brands and their respective stock pricing and special pricing agreements.

- Bergen
- Briscon
- Gardner Bender
- ILSCO
- King Innovation
- UTILCO

New price files will be available by April 30, 2022 and can be requested through your Sales Manager or local sales representative. The last day to order products at existing prices for immediate release is May 14, 2022. We have thoughtfully considered the impact to your business and strive to provide you with the highest quality products at competitive prices. Your business is appreciated, and we look forward to our continued relationship.