



International Environmental Corporation
Communication

www.iec-okc.com

June 11, 2019

Dear Preferred Partner:

We are experiencing market driven increases in material and labor costs that are significant and compel us to make the following changes to our product price structure.

We will be implementing an average **5%** price increase effective **July 15, 2019** and it will apply to **all orders** received in house after the close of business on Friday, July 12, 2019. This increase will apply to all IEC products and special programs (i.e. SST). **All orders received on or before this date will be price protected provided they are accompanied by an acceptable Customer Purchase Order, Order Write-up and agreed upon Terms and Conditions of Sale. In order to maintain price protection, each order must be released to the Factory prior to August 12, 2019 for immediate fabrication and shipment.**

New Price Guides will be available on the website and in Encompass prior to July 15, 2019. We have incorporated specific changes to items in the Price Guides and as such, the list prices of units and many components have changed. Please make sure you reference the new Price Guides as the increase will not be applied uniformly across all products.

Thank you for your continued support.

Please contact your RSM with any questions or concerns.

Sincerely,

A handwritten signature in black ink that reads "Kim Sabatino".

Kim A. Sabatino

VP of Sales