

November 3, 2017

To Our Valued Customers:

Effective January 13, 2018, Viking will adjust list prices by an average of 5 percent. This price adjustment will impact the complete line of fire sprinklers, devices, valves and systems manufactured by Viking. List prices for BlazeMaster® CPVC and VGS® grooved piping products are excluded from this announcement and are not changing at this time.

This announcement pertains only to Viking customers located in the Americas region. Customers in other regions will receive additional communications from their respective regional sales offices.

Concurrent with this list price adjustment, Viking will also realign some of our product and pricing categories. As part of this effort, certain products will be moved to new “Item Price Groups.” Please be assured that this category reorganization is being done separately from the 5 percent list price adjustment and is not intended to cause larger increases for any affected product.

To receive current pricing, all orders must be accepted prior to the close of business on Friday, January 12, 2018 and also be scheduled to ship no later than Friday, January 26, 2018. All orders placed at current price levels will only be accepted subject to material availability.

Our goal with any price change is to provide you with as much advance notice as possible. An updated Viking list price book will be available in the near future on Viking’s website. Additionally, customers using Viking SupplyNet’s online purchasing program, VSN eSource, will be able to access their new net prices in advance through the “Future Pricing” feature. VSN eSource users will receive a separate notification when this feature is updated.

At Viking, we aim to provide you with the highest quality products, customer service and technical support. We appreciate your business and we look forward to serving you in the future.

Sincerely,

The Viking Corporation

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