

September 1, 2010

**RE: Price Increase – January 1, 2011**

Dear Flanders Representatives and Distributors,

Due to significant raw material cost increases, Flanders Corporation will be implementing a 3% price increase effective January 1, 2011 for all ASHRAE and High Purity products. This does not include the Flanders Containment Products product line, formally known as Flanders/CSC. This change represents a very small percentage of the raw material increases Flanders has continued to absorb over the past two years.

Along with the price increase, multiple important sales policy changes listed below will also take effect January 1, 2011:

1. **Multipliers**

Current multiplier schedules will remain the same. New multipliers will not be distributed.

2. **Pricing Availability - Disc and Website**

The new list prices will be available by the Flanders Corporation website ([www.flanderscorp.com](http://www.flanderscorp.com)) or via price disc on October 1, 2010. Contact a Flanders Sales Representative or Paige Lewis for pricing accessibility. Please provide company name, address and phone number when requesting pricing information. Price disc will not be mailed unless requested.

3. **Terms of Sale**

The Terms of Sale have been revised. See the revised Terms of Sale on price disc or downloadable pricing.

Flanders is committed to providing our customers with products that offer the best combination of performance, support and price. We appreciate your business and look forward to your continued support.

Feel free to contact your Regional Sales Manager or me for further discussion.

Sincerely,  
Flanders Corporation



Charlie Kwiatkowski  
V.P. Commercial & Industrial Sales  
Phone: 252.946.8081  
Cell: 252.717.7564  
Email: [charliek@flanderscorp.com](mailto:charliek@flanderscorp.com)