

September 27, 2011

RE: Flanders Corporation Pricing

Dear Flanders Representatives and Distributors,

Due to significant cost increases with both raw materials and associated freight, Flanders Corporation will be implementing a 3% price increase effective January 1, 2012 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 overall increases Flanders has continued to absorb over the past year.

On November 1, 2011, the new list prices will be available on the Flanders Corporation website (www.flanderscorp.com) or via price disc. 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.

The Terms of Sale have also been revised with the January 1, 2012 pricing. See the revised Terms of Sale on the price disc or on the downloadable pricing.

We thank you for your understanding and look forward to continuing our successful business together for many more long years to come.

Feel free to contact your Regional Sales Manager or one of us for further discussion.

*Sincerely,
Flanders Corporation*



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