

JAY COURTNEY COMPANY, INC.
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TO: OUR VALUED CUSTOMERS
FROM: MIKE COURTNEY
DATE: DECEMBER 2017
RE: WIKA LIST PRICE INCREASE

WIKA INSTRUMENT LP HAS INFORMED US OF THE FOLLOWING:

"IN 2017, INCREASED MARKET DEMAND IN THE UNITED STATES AND GLOBALLY RESULTED IN CAPACITY CONSTRAINTS AND SUPPLY CHAIN CHALLENGES. TO MEET THOSE CHALLENGES, WE HAVE INCREASED OUR LABOR FORCE AND INVESTED IN ADDITIONAL INFRASTRUCTURE. WE EXPECT CONTINUED GROWTH NEXT YEAR AND FURTHER INVESTMENTS THAT WILL ENHANCE THE LEVEL OF SERVICE WE PROVIDE TO YOU."

AS A RESULT, WIKA IS INCREASING MSRP PRICES BY 3% EFFECTIVE JANUARY 1, 2018. THIS ALONG WITH A CHANGE IN DISCOUNTS WILL NET OUT AN **APPROXIMATE 6% INCREASE**.

WIKA'S LAST PRICE INCREASE WAS JANUARY 1, 2017. SOON WE WILL POST THE NEW RETAIL PRICE LIST ON OUR WEB PAGE AS WE HAVE IN THE PAST.

ALL ORDERS PLACED ON OR BEFORE CLOSE OF BUSINESS DECEMBER 28, 2017, THE LAST BUSINESS DAY OF DECEMBER 2017, WILL BE INVOICED AT THE 2017 PRICING. IF YOU HAVE ANY QUESTIONS, PLEASE CALL OR EMAIL US AT THE ABOVE.

WE APPRECIATE YOUR CONTINUED BUSINESS.

BEST REGARDS,

MIKE COURTNEY, PRESIDENT