

# ISLAND FITTING

*DIVISION OF ISLAND INDUSTRIES*

P.O. BOX 80447  
1083 N. HOLLYWOOD STREET  
MEMPHIS, TN 38108

Phone: 901-324-1588 / 800-338-8464  
Fax: 901-324-5943

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## PRICE INCREASE ANNOUNCEMENT

Due to significant cost pressures in the energy, labor and raw material sectors, Island Fitting Company is announcing an immediate price increase on Type 40 and 10 weld outlets.

Unlike every other manufacturer-supplier in our industry, we have resisted any increase in our weld outlet fittings to Ferguson Fire & Fabrication for the past three years. Holding prices stable for that period of time has been a major task, and to my knowledge, no other manufacturer in our industry has accomplished this feat.

Improved production methods and a variety of internal cost controls were instrumental in helping us to achieve those results for you these past years.

Steel prices alone for our product have increased by 55% in the last 5 months.

You are an important distributor for us, and I want to thank you for your continued support.

We are committed to keeping you very competitive in this rapidly changing marketplace.

Sincerely,

R. Glenn Sanders  
President  
Island Fitting Company