



November 16, 2022

To whom it may concern,

As always, we want to thank you for your loyal and continued support. Superior Duct Fabrication sees our customers as our partners and we want to keep you informed about current market changes, as these affect our pricing and lead times.

We have seen the steel market soften recently, with duct prices coming down by about 15%. From what we are seeing, steel prices are continuing to stabilize. However, there are many factors, such as inflation, logistic costs, and domestic steel production decreases that affect overall duct prices which will keep the market unpredictable leading up to the New Year. Inflation is of particular concern as we are uncertain of the economic impact this may have in the upcoming months. We continue to receive price increases from our vendors on liner, flex, and other accessories. Furthermore, we are hearing that there will be shortages on exotic materials, especially stainless steel in the coming year. This may affect pricing and lead times, but we will continue to observe this and update you accordingly.

In response to these changes and unpredictable climates the best thing you can do is be *proactive*, order early for material procurement and to help keep projects on schedule.

Superior Duct Fabrication remains committed to offering quality products and services. Please contact us for any job specific pricing.

Sincerely,

Superior Duct Fabrication Management

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