



June 15, 2022

Dear Valued Customer,

Superior Duct Fabrication has committed to a quarterly update on pricing that we hope provides you with meaningful industry information and the status of material pricing. Our goal is to help our customers provide detailed information to their general contractors as well as assist with bids and job cost estimates.

After unprecedented highs for raw materials, we are finally seeing galvanized material stabilize. Stainless steel is set to drop 5% in the third quarter. Meanwhile, flex prices are up slightly. On the other hand, we are seeing dramatic increases in liner prices and lead times. Specifically, Owen's Corning grooved board and Armacell liners.

Superior Duct Fabrication is constantly working with our suppliers to source materials for the best price, especially with exotic and specialty materials it is crucial that we have as much advance notice as possible. Please continue to PLAN PLAN PLAN and communicate with your customer service representative about the specialty materials you require for your project so we can accommodate those requests. We are able to achieve better terms on these materials with our vendors, which keep overall project costs down, if we have proper lead times.

Please feel free to reach out if you need any job specific pricing requests and we will be happy to assist in any way we can. As always, Superior Duct Fabrication is committed to offering you the quality you expect and deserve. We very much appreciate your business and continued support during these unprecedented times.

Thank you,

Superior Duct Management Team

**WWW.SDFAB.COM**

**POMONA • CAMARILLO • LAS VEGAS • PHOENIX**