



March 15, 2022

Dear Valued Customer,

Superior Duct Fabrication believes in transparency and partnership with our customers, as such we are committing to updating you via a quarterly letter discussing current pricing. This will primarily refer to raw materials but will also include other pertinent issues that affect the manufacturing process. Our goal is to help our customers provide detailed information to their general contractors as well as assist with bids and job cost estimates.

As the world faces yet another crisis with conflicts abroad, the manufacturing world is struggling to acquire necessary materials and comply with all regulations. As worldwide supply lines are delayed or entirely disrupted, we have experienced continuous price increases on raw material. Since the beginning of 2020 cost escalations on raw materials have so affected our company that we can no longer bridge the gap for our customers, forcing an overall 40% increase in duct costs. Recent issues have further compounded these costs by 10%. These increases have particularly impacted exotic and specialty materials, nearly doubling prices.

Superior Duct Fabrication is constantly working with our suppliers to source materials for the best price possible, unfortunately these higher costs are a reality of our world economy at this time. It is extremely noteworthy that conflicts in Ukraine and Eastern Europe will contribute to worldwide expenses skyrocketing.

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