



February 3, 2012

To Our Valued Customers:

As a result of increasing costs throughout our entire organization, Viking Corporation will adjust list prices an average of 5-7% effective Saturday, April 7, 2012. This price increase will impact Viking's complete line of manufactured products including fire sprinklers, valves, systems, and related components.

To receive current pricing, all orders must be received prior to the close of business on Friday, April 6, 2012 and also be scheduled to ship no later than Friday, April 27, 2012. All orders placed at current price levels will only be accepted subject to material availability.

To help you better manage rising material costs, our goal is to always provide you with as much advance notice as possible of a price change. An updated Viking list price book will be available in the near future on Viking's web site - www.vikinggroupinc.com/pricelist/current. Additionally, customers using Viking SupplyNet's online purchase program, VSN eSource™, will be able to view their new net prices through the site's "future pricing" feature.

At Viking, our goal is to minimize your total installed costs by providing you with the highest quality products supported with outstanding customer service and technical support. We appreciate your business and look forward to serving you.

Sincerely,

Michael Bosma
President, Viking Corporation