

November 2, 2018

To Our Valued Customers:

As a result of increasing pressure on material, operational and transportation related costs, in part due to the U.S. government's implementation of the new and expanded tariffs, Viking will adjust list prices by an average of six percent effective January 12, 2019. This price adjustment will impact Viking's complete line of fire sprinklers, valves, systems, and related devices. List prices for BlazeMaster® CPVC pipe manufactured by Viking are excluded from this announcement and are not changing at this time.

This announcement pertains only to Viking customers located in the Americas region. Customers in other international regions will receive additional communications from their respective regional sales offices.

To receive current pricing, all orders must be accepted prior to the close of business on Friday, January 11, 2019 and also be scheduled to ship no later than Friday, January 25, 2019. All orders placed at current price levels will only be accepted subject to material availability.

Our goal with any price change is to provide you with as much advance notice as possible. An updated Viking list price book will be available in the near future on Viking's website. Additionally, customers using Viking SupplyNet's online purchasing program, VSN eSource, will be able to access their new net prices in advance through the "Future Pricing" feature. VSN eSource users will receive a separate notification when their advance pricing is updated and available.

At Viking, we aim to provide you with the highest quality products, supported by outstanding customer and technical service. We appreciate your business and we look forward to serving you in the future.

Sincerely,

The Viking Corporation

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