



Elastomeric Insulation Products

November 30, 2010

Dear Valued Customer,

Effective Monday, January 31, 2011, K-Flex USA insulation and accessory product pricing will increase 8% on all shipments. **All orders entered on or after Monday, January 31, 2011 will be invoiced at the new price level.**

The increase is a necessary result of global raw material costs that have continued to rise. While we continue to leverage our supplier relationships to negotiate the most favorable costs for our customers, it is necessary for us to make the difficult decision to pass a portion of this cost on to our customers.

**Price sheets will available electronically on [www.kflexusa.com](http://www.kflexusa.com) on December 1, 2010.** To access them: 1) login or create an account, 2) go to the Resources and Tools section and 3) select the Price Lists tab from the left side of the page. We will not be mailing out copies of the price lists, but should you need printed copies, please contact your sales manager or customer service center.

Thank you for your business and continued support.

Regards,

A handwritten signature in black ink, appearing to read 'Giuseppe Guarino', with a long horizontal flourish extending to the right.

Giuseppe Guarino, President  
K-Flex USA