



The Ford Meter Box Company, Inc.

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May 21, 2021

To Our Valued Customers:

We thank you for choosing The Ford Meter Box Company, Inc. as your supplier of water works products. It remains our goal to provide you with quality products and service in a timely manner. We are aware that a great deal of you have questions about how today's robust business climate is affecting our lead times and how raw material costs and transportation challenges might influence our pricing in the near future.

Today, we all find the waterworks industry very healthy with the heavy demand creating challenges for the building material supply chain and the service standards for many manufacturers. Our traditional lead times are being substantially stretched and future business levels are difficult to predict, but we will advise in future communications if there are any additional changes to our service levels. We anticipate the demands of a busy construction season will impact our delivery times even further.

On May 7th we announced a price increase on select pipe products and our imported Uni-Flange restraints that will become effective on June 11, 2021. All orders received on or after this date will be subject to the new pricing. All existing fixed price quotations will be honored through the contract period. We will have this information available on our website, www.fordmeterbox.com, prior to the new prices going into effect.

We are doing everything possible to absorb the daily increases in our supply costs. At this time, we will **not** be adjusting our pricing on brass and related service line products. However, the situation surrounding material costs is changing daily. We are monitoring this closely and may find it necessary to revisit a price increase in the future. Should this occur, we will provide you with the same advance notification as we have in the past.

Ford Meter Box takes pride in providing the highest quality products and service with the best possible delivery while being committed to customer satisfaction. Thank you for your continued support and we appreciate your patience as we all navigate through the challenges facing our industry today.

Best Regards,

A handwritten signature in black ink that reads "Thomas A. Lower".

Thomas A. Lower
Vice President
Senior Manager of Sales & Marketing