



Guardian

AUTOMATIC SPRINKLER CO., INC.

Distributor of Quality Fire Sprinkler Products and Fabrication

January 9, 2004

Dear Valued Customer,

Guardian will be changing their prices in a reactionary measure to changing vendor prices. This price change supercedes the prices effective November 1, 2003. Vendors have stated various reasons for the changes, including rising costs of labor, freight, and insurance and shortages of raw materials. The following vendors have changed their prices:

1. Tyco Fire Products will increase its prices by an average of 5% across its product lines. The increase will be effective on orders placed on and after Monday, February 2, 2004.
2. Ames will be instituting a general price increase effective on orders placed on and after Monday, January 19, 2004.
3. Our pipe vendors have faced shortages of raw materials and cost increases in scrap material. Since December 1, 2003, there has been an aggregate increase of approximately 15%, which includes a recent 8% increase. Until now, Guardian has not acted on this price change but effective Monday, January 12, 2004, we must pass this increase on to our customers. Please view the price sheets on the website for the latest costs. Lastly, our pipe vendors have projected a probable 6% increase in prices in February, but that increase is not definite.
4. United Brass Works has instituted a general price increase of approximately 2.5 – 7% on its products effective Monday, February 16, 2004.

If you have not yet taken advantage of Guardian's website (<http://www.guardiansprinkler.com>), then you are missing out on tools that may make your job easier. We are constantly looking to add functionality to the website, but currently you can:

- Download and print out the latest Supply Division's and Fabrication Division's price sheets. Call us for your passwords.
- Download and print out technical data sheets for thousands of products. Each technical data sheet is in easy to read .PDF documents
- Download and print out fabrication cut sheets for mains and branch lines. These .PDF documents help you organize the listing process.
- Link to shipping web sites and quickly track your package using your shipment tracking number.

We do hope that you take advantage of this site and continue to patronize Guardian with your valuable business. If you have any questions, please do not hesitate to contact me at any of the numbers below.

Sincerely,

Larry McNamara
President