

November 1, 2011

Price Increases Effective January 9, 2012

We always endeavor to provide customers with time to plan for price increases so they can be incorporated into planning for the coming business year. We continue to feel the impact of increasing inflationary pressure driven by commodity, transportation, and energy prices. As always, Hart and Cooley continues to work diligently on cost-containment and productivity initiatives to mitigate the cost impacts. However, we find it necessary to announce price increases for the following product lines effective with orders placed on or after January 9, 2012.

Grilles, Registers, and Diffusers	+ 4%
B-vent and Chimney Products	+ 4%
Flexible Duct	+10%
Commercial Products	
HeatFab, Milcor, Ward Industries, Roof Products & Systems,	+ 2%
Portals Plus	+ 4%

Additionally, cost analysis may require individual SKU adjustments beyond the percentages shown above. If you have any questions, please contact your Territory Sales Manager.

Best regards,



Vice-president of Marketing