



April 15, 2021

Dear Valued Fan Coil Customer:

The purpose of this letter is to announce a price increase of 9% on all Williams fan coil equipment effective May 15, 2021. This price increase is a direct result of increased raw material and component costs, including stainless steel, galvanized steel and copper, which are up 30 to 50 percent compared to last year. In order to stay ahead of these inflationary pressures, we must increase the price of our fan coil equipment.

The price increase will reflect in the standard line multiplier in the WeDo selection and pricing program for all new quotes created on or after May 15, 2021. Current quotes and orders not released for production by this date will also be subject to the price increase at the order approval stage.

On behalf of the entire Williams staff, I would like to thank you for your business and for placing your confidence in us for your HVAC/R equipment. We will make every effort to continue to earn your trust and ongoing business.

If you have any additional questions, please feel free to contact me at any time.

Ruth Ann Davis

*Ruth Ann Davis*

Vice President of Sales, Marketing and Strategic Alliances

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