September 15, 2026

Dear Valued Business Partners:

Please be advised that Ductmate Industries, Inc. will be implementing a 9% price increase on steel-related products effective November 1, 2026 due to the continued escalation in steel, raw materials, transportation, and other input costs.

- **Steel & Raw Material Volatility:** U.S. steel suppliers have implemented sharp, sustained baseline price increases throughout the year as the result of ongoing tariffs, increased input costs, and market demand. These factors, coupled with planned fourth quarter mill outages, potential strikes, reduced tonnage, and increased lead times have the potential to put additional pressure on an already tight steel market.
- **Freight & Logistics Costs:** Record high fuel costs, driver shortages and carrier availability are projected to continue driving up shipping costs and surcharges for an extended period.
- **Increased Operational Costs:** Higher industrial energy costs and the rising cost for the skilled labor needed to maintain high-quality products and manufacturing standards are projected to continue increasing for the foreseeable future.

As always, Ductmate Industries will continue to absorb as much of these input costs as possible and we will continue to closely monitor the ongoing market volatility and communicate additional information as it becomes available.

Updated price books with adjusted pricing for each respective product will be forthcoming shortly to help assist you in updating your system. The increased percentage for each product group will be applied to the respective multipliers along with any items on contract, claimback or active quotes. Ductmate Industries reserves the right to limit excessive purchases, and standard lead times may be extended as needed.

As always, Ductmate Industries is committed to providing the most complete line of high-quality, value-added products and services in the HVAC industry, and as a highly valued business partner, we appreciate the relationship we have with you and your company.

If you have any questions or comments, please feel free to contact your Ductmate Territory Manager or myself anytime.

Sincerely,

Tony Plantz

Tony Plantz
Business Development Manager
Ductmate Industries, Inc.