

Dear Valued Customer,

We are writing to inform you that ECR International will be implementing a price increase effective September 5, 2017. The increase will effect orders received on and after Monday September 5, 2017 and will average approximately 2% - 3% on equipment, 5% on Argo controls/relays and 2% on parts in most cases.

In an effort to assist you in beating the price increase, ECR is pleased to offer the following program to allow you to order under current pricing and delay payment. All approved ECR brands can be combined to hit the ordering threshold for the program and qualify for free shipping. Please review the ordering options below for three (3) buy up programs utilizing current pricing. All orders are for immediate release and order receipt dates will be strictly enforced:

Order Value	Order Received Date	Payment Terms
Minimum \$40,000	No later than August 11, 2017	2%/90 Days, net 91
Minimum \$80,000	No later than August 11, 2017	2% Price Discount & 2%/ 90 Days, net 91
Minimum \$40,000	After August 11, 2017	2%/60 Days, net 61

Fax All Orders To (315) 724-9319 or email to ecrorderentry@ecrinternational.com

Reference UB17 on All Purchase Orders

Electronic Copies of the price books are available by visiting the ECR International Distributor Web Portal. If you have not signed up for this easy and convenient approach to retrieve pricing information, as well as ability to check inventory availability, order status, account balances and many other options please contact customer service at (800) 325-5479 and they will be happy to provide you with log in and password access.

Terms

1. Distributor orders received prior to the effective date of the increase will be priced at today's pricing. Additions to the order will be at the price in effect at the time the change is made.
2. Freight is prepaid on all qualified orders to a single destination (in lieu of any freight allowance). ECR will coordinate product shipment points as needed to support manufacturing schedules.
3. Credit rating must be in good standing. All orders are subject to credit approval.

We appreciate your support of the ECR family of products. Please do not hesitate to call with any questions or suggestions on how we can continue to grow our mutual sales. If you have any questions, please contact your ECR Sales Representative.

Very Truly Yours,



David W. Walsh
Director of Sales
ECR International, Inc.

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