

March 18, 2020

Dear Valued Customer,

ECR International will be raising prices for the 2020 season on our EMI product line.

As you know, our entire industry has been experiencing atypical inflation on raw materials that are used to manufacture our respective products. Significant increases have been impacting costs on sheet steel, compressors, coils and most components that utilize these materials for construction. As such we are forced to **raise our selling prices on equipment effective April 20<sup>th</sup> 2020**. Price increases based on product family are as noted below:

Product	Approximate Price Increase Percentages
EMI	7%
16x42 PTACs	3%

Please be sure to check these new list prices when we distribute them per electronic file. All pricing will be uploaded and available on your ECR International Distributor Web Portal at <https://www.ecrcustomerportal.com>. If you have not signed up for this easy and convenient approach to retrieve pricing information, as well as ability to check inventory, order status, account balances and many other tools please contact customer service at (800) 325-5479. They will be happy to provide you with a log in ID, password access and training.

We appreciate your support of the ECR International family of products. Please do not hesitate to contact your ECR Sales Representative with any questions.

Sincerely,  
ECR INTERNATIONAL, INC.



Michael Klas  
Director of Sales and Marketing