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North America

1 Bishop Lane  
Madison, CT 06443  
Tel 203 404 4700  
Fax 203 404 4710

[www.fsbna.com](http://www.fsbna.com)  
[info@fsbna.com](mailto:info@fsbna.com)

## **New Price List: Effective April 1, 2011**

Dear FSB Distributor,

Our new price list (attached) is effective April 1. We will send you two hard copies by that date. We had notified you several months ago that we would be taking a 3.2% price increase effective March 1. However, we could not print the new Price List in time for the March implementation. If you need additional copies, please e-mail [sales@fsbna.com](mailto:sales@fsbna.com) and we will be happy to send extras.

Most items were increased by 3% and rounded up. However, due to a change in supplier of our profile cylinders, you will notice that the increase for both the cylinders themselves, as well as the European mortise locks was significantly larger. In addition, we had undercharged for the US sliding door locks (and a few other isolated products) in the last price list, so these items reflect a larger increase as well. Fortunately, with the addition of the European sliding door locks, there is a more cost effective alternative available.

The biggest changes to the price list were in formatting;

- 1) We added our ESS price list to the price groups, because it has a lever.
- 2) All the deadbolts are on one page rather than restating them within each group.
- 3) The sliding door locksets are included upfront in the lockset section.
- 4) We reduced the surcharges for most finishes to aluminum and stainless steel.

As is customary with our price changes, we will extend our current pricing until May 31<sup>st</sup> for any orders that will be placed based on quotes you have made to your customers with a "valid through" date beyond April 1. In order to receive this protection, fax a copy of the quote you made to your customer to 203-245-2769, or you can e-mail it to [orderdesk@fsbna.com](mailto:orderdesk@fsbna.com) by April 1. Simply put the statement "Quote with 2010 pricing" on the cover page of the fax, or in the subject line of the e-mail.

Thank you for your support.

Eric Van de Bovenkamp  
President, FSB North America