



August 20, 2008

Dear Globe Firefighter Suits and Globe Cairns Dealers:

As you may have heard, DuPont recently surprised the industry with major price increases on Nomex and Kevlar fibers. Many of the mills that use these fibers will soon be passing these increases along to protective clothing manufacturers like Globe.

Some of our competitors have used this news to announce imminent price increases on their products. This, in turn, has led several of you to inquire about our price increase plans.

We wanted to assure you that we are not planning an immediate price increase. In fact, we plan to hold our current prices until the beginning of next year.

While we are absorbing DuPont's price increases right away, we feel it is unfair to both our distributors and end users to implement a mid-year increase. We know that fire department budgets are already under tremendous pressure due to increased fuel costs, and unlikely to receive additional funds from shrinking municipal budgets. So, they have no way to fund an unexpected price increase on gear.

Anticipating that our material costs would be rising we have been working on some internal cost reduction and increased productivity programs here at Globe. The benefits of those programs, combined with somewhat reduced profit margins, will allow us to forego an interim price increase.

Due to continued cost pressures from suppliers we do anticipate a larger than normal increase early next year, so please keep this in mind as you are helping departments with their budgets for 2009.

As always, please contact your Regional Sales Manager or Customer Service with any questions.

Sincerely  
Globe Manufacturing Company, LLC



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President

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