A.Y. McDonald Mfg. Co.

TRUSTED QUALITY ◆ DEPENDABLE SERVICE ◆ SINCE 1856

February 8, 2012

NOTICE:
6% PRICE INCREASE EFFECTIVE 3/28/12

To: A.Y. McDonald Mfg. Co. Water Works Brass Distributors

Re: PRICE CHANGE EFFECTIVE MARCH 28, 2012

A.Y. McDonald Mfg. Co. will be implementing a price increase effective March 28, 2012 on all Water Works Brass, No-Lead Brass, and Iron product line items ONLY. Most items in this product line will increase approximately 6%. This price increase does not affect A.Y. McDonald Mfg. Co. Pump, Plumbing, and High Pressure Gas products.

In order to return to our traditional discount structure, this increase will be implemented through a combination of discount (or multiplier) changes and list price increases. Again, the net effect should result in an approximate 6% increase.

Full Freight Allowed (FFA) requirements will also be changed to cover cost increases in this segment as well as account for the increased proportion of price to weight of No-Lead Brass. Effective March 28, 2012, the FFA requirement will increase to $5,000 net. When the federal No-Lead Brass law is enacted January 4, 2014, this FFA requirement will increase to $6,000 net.

For your added convenience, a downloadable Adobe Acrobat PDF file version, text only, or formatted Excel file will be available online at www.aymcdonald.com on or before March 14, 2012. Contact our Customer Service Department should assistance be needed with this process. If you would like this link sent to you automatically when it becomes available, visit our home page and sign up for “AY Alerts”. By doing this, you will always be the first to get any pertinent information relevant to A.Y. McDonald!

In addition to the new Water Works Brass price sheet you receive in the mail from A.Y. McDonald, you will also receive a separate No-Lead Water Works Brass price sheet to fully prepare you for the changes coming in 2014. This will be the last price sheet that A.Y. McDonald will mail following a price increase. Due to the advancements relative to the internet, future price sheet changes will be available through our website. Of course, printed price sheets will still be available through your A.Y. McDonald Territory Manager as well as by request through our Customer Service Department.

The McDonald family along with our many dedicated employees thank you for your support of our 156 year old family business. Please contact me directly with any questions you may have.

Sincerely,

A.Y. McDonald Mfg. Co.

Rob McDonald
Vice President of Sales

Water Works Brass *Plumbing Valves and Fittings* *Pumps and Water Systems* *Distribution Gas Valves/Meter Bars*

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