



HAMMOND VALVE

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December 28, 2016

To: All Hammond Valve Distributors;

As a result of the sharp increase in the cost for metals used to produce our products, along with other inflationary pressures from labor and insurances, a price increase is required at this time. The primary raw materials used to produce our products (copper, iron and nickel) have all increased over 20% as compared to the cost of the same material for the period of 1/1/16 to 10/31/16.

Effective February 1, 2017 pricing will increase on all Hammond Valve products as follows:

Product Category

Bronze & Iron Gate, Globe and Check Valves*	7%
Iron Butterfly Valves	7%
Bronze & Brass Ball Valves*	7%
Plumbing Valves*	7%
Carbon & Stainless Ball Valves	3%
High Performance Butterfly Valves	3%
Cast Steel Valves	3%

*Includes UltraPure Low Lead Valves

New list pricing can be determined by dividing our current list price on effected products by .93, or .97. This increase will also be applied to all special net pricing based on the schedule above.

New price sheets are currently being prepared and will be available on our website, www.hammondvalve.com, by January 20, 2017. A "Flat List" in Excel format with UPC codes will also be posted by January 20, 2017.

Any order placed for immediate release prior to February 1, 2017 will be filled at current pricing. Orders specifying release dates beyond February 1st will be filled at price in effect at time of shipment. Hammond Valve reserves the right to limit order quantities that exceed your historical requirements. If any change on orders placed is deemed necessary you will be notified prior to any adjustment and order entry.

All other terms and conditions of sale remain unchanged.

I thank you for your continued interest and support of our products and look forward to the continuation of a mutually beneficial relationship.

Very truly yours,
HAMMOND VALVE

Thomas J. LaGuardia
Vice President Sales & Marketing