

Subject: Oatey price increase effective January 1, 2019.

Revised December 5, 2018

Valued Customers:

Oatey has announced an average 5% price increase on Cherne Waterworks and QuickDrain branded products along with a 3% increase on select Rough Plumbing products effective January 1, 2019 (increase reflected in the 2019 price file). This is directly attributed to double digit increases in freight along with raw material, labor and healthcare cost increases over the past 12 months. Please understand that Oatey is exhausting all efforts to minimize costs passed on to their customer base.

**As a result of the delay raising the Section 301, List 3 Revised 09182018 to 25% and holding at a 10% import tariff Oatey is modifying the increase as stated in the original letter dated November 30.**

**Cherne Mechanical plugs = 2%**

**Dearborn Brass Tubular, Commercial and Basket Strainer products = 3%**

**Dearborn Bath waste products will be rescinded.**

All other increases stated in the letter will hold up as is.

(PLEASE PASS THIS ALONG TO YOUR PRICING COORDINATOR OR THE PERSON RESPONSIBLE FOR IMPLEMENTING PRICE CHANGES)

Net Price Retrieval Options: Oatey will not be mailing price lists. The quickest and easiest way to retrieve your new net pricing is to go to <http://pricing.oatey.com> and enter a user ID and password. You can also request new pricing by contacting the Joyce Agency. Please include your name, account number, company, phone number and complete address. User ID, Password and Pricing will be available for retrieval on December 4, 2018.

User ID: xxxxxx

Password: yyyyyy

Thank you for your continued support and if you need further clarification, please feel free to call our office or email PVF@thejoyceagency.com