



May 13, 2021

**Subject:** Zurn Industries Commercial Price Adjustment - **US Market Only**

**Effective:** June and July 2021

The Building Materials segment overall, and Zurn Industries, LLC, are experiencing unprecedented raw material increases, inflationary pressures, and freight expenses at a consistent and alarming rate. As a result, we have no choice but to announce another price increase to help mitigate the impact of extraordinary raw materials inflation as follows:

Effective **June 1, 2021**, Specification Drainage will adjust average territory multipliers up 2.5s.

In addition, effective **July 1, 2021**, Zurn will implement the following price increases:

- Commercial Brass – 8%
- Flo-Thru – 8%
- Green Turtle – 8%
- Specification Drainage – 8%
- Wilkins – 15%

While Zurn remains committed to managing costs, the current economic situation does not guarantee that future price adjustments may be needed.

**Price Protected Orders**

- All price protected orders must be entered AND released for shipment by June 30, 2021.
- Any projects awarded or orders entered on or after June 30, 2021, will reflect new pricing.

Due to unprecedented demand, Wilkins stocking orders are not to exceed one month's average purchases. All Wilkins June stock orders must be placed by Friday, June 4<sup>th</sup>. Stock orders placed after this date should expect a July ship date, with the above announced increase applied to the order.

New pricing will be distributed in June. Please contact your Zurn Sales Representative or Area Sales Manager with any questions.

It is our commitment to provide innovative and lean building water solutions that deliver the most reliable performance and long-term value for our customers. This price adjustment enables Zurn to continue reinvesting in the business to better serve the industry and our valued customers.

We appreciate your continued support of Zurn products.

Sincerely,

A handwritten signature in black ink that reads "Richard Bledsoe". The signature is fluid and cursive, with a long horizontal stroke at the end.

Richard Bledsoe  
Vice President, Sales and Marketing