



November 15, 2021

Dear A.Y. McDonald Mfg. Co. Pump Distributors,

Effective 12:00pm (CST) on December 14, 2021, A.Y. McDonald Mfg. Co. will implement a 7% price increase on all Pump products, with the exception of 14% on Import Jet Pumps and Import Sprinkler Pumps, and 12% on all Tanks. The price increase is due to rising raw material prices, supply chain issues, and freight surcharges. This price increase does not affect A.Y. McDonald Mfg. Co. Water Works, Plumbing, or Natural Gas products.

A.Y. McDonald Mfg. Co. recognizes the unusual market driven circumstances surrounding this current price increase. To mitigate supply chain disruptions and maintain proper lead times, pump orders placed prior to December 14, 2021, will be capped based on the customer's last 12 months of pump purchases, as determined by sales dollars. Current pricing will be applied to pump orders up to 20% of the last 12 months of purchases and all volume beyond 20% will be subject to the new pricing. For example, if a customer's last 12 months of pump sales were \$500,000, the customer's pump sales orders will be limited at current pricing from now until December 14, 2021, at \$100,000. Any additional pump sales during this time will have the price increase applied.

Excel and PDF files of the new pricing will be available on our website on December 3, 2021. If you would like a link sent to you automatically when it becomes available, please visit our homepage at [www.aymcdonald.com](http://www.aymcdonald.com) or contact your sales representative and sign up for A.Y. Alerts.

You may check your item net pricing after the effective date via our customer portal at [aymcdonald.com](http://aymcdonald.com). In the upper right corner of your screen, "login" to your customer account, add products to your shopping cart or use our new Price and Availability tool to see your item net pricing for any A.Y. McDonald Mfg. Co. products. Should you need assistance with pricing or logging into our customer portal, please contact our Customer Service Department by calling 1-800-292-2737 or e-mail [sales@aymcdonald.com](mailto:sales@aymcdonald.com).

We realize the amount of work that it takes on your part to implement price changes. The A.Y. McDonald Family appreciates your understanding and thanks you for your support of our 165-year-old business. Please contact your Territory Manager or me directly with any questions you may have.

Sincerely,

Chip Piekenbrock  
Vice President of Sales

**A.Y. McDonald Mfg. Co.**