



November 17, 2021

Dear A.Y. McDonald Natural Gas Customer,

As a manufacturer, A.Y. McDonald Mfg. Co. has experienced rising costs to materials, labor and freight, and we have also been affected by the supply chain and availability of goods. In response to these increases, effective 5:00 PM CDT, on January 31, 2022, A.Y. McDonald Mfg. Co. will implement a 6% increase on all natural gas products. This price increase does not affect A.Y. McDonald Mfg. Co. Water Works, Pump, or Plumbing products.

Price increases will be applied to quotes and list pricing effective February 1, 2022.

New orders:

- Any order that is requesting to ship on February 1, 2022, or after will receive the new pricing.
- Any new order received before the February 1, 2022, price increase will be required to take product as soon as it is ready to ship (no requested ship date) or be subject to the price increase.

Existing orders:

- If an existing order has requested to ship on February 1, 2022, or after, it will be subject to the new pricing.
- If a line on an existing order is requested by the customer to be pushed out past February 1, 2022, it will be subject to the new pricing.

The A.Y. McDonald Family appreciates your partnership and cooperation and thanks you for your support of our 165-year-old business. Please contact your Territory Manager, Manufacturer Representative, or either of us directly with any questions you may have.

Sincerely,

Charles "Chip" Piekenbrock
Vice President of Sales

Nicole Neuhaus
Natural Gas National Sales Manager

A.Y. McDonald Mfg. Co.