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JAY R. SMITH MFG. CO.®

DIVISION OF SMITH INDUSTRIES, INC.

MEMBER OF



ENGINEERED PLUMBING PRODUCTS

To: Our Valued Jay R. Smith Mfg. Co. Wholesale Customers

From: John Roberts

Date: October 19, 2010

Subject: New Price Guide PG-11 – 8% List Price Increase
New Wholesale Discount

Please find the enclosed copy of our new Jay R. Smith Mfg. Co. Price Guide (PG-11) and Wholesale Discount Sheet that will be in effect January 1, 2011. We are pleased to announce this new and improved Price Guide with an expanded format allowing for easy access to a great deal of technical information as well as list pricing.

Orders for jobs bid prior to January 1, 2011 will be honored in accordance with the terms and conditions of your local Jay R. Smith Representative's quotation indicating the job name, location, bid due date and the Representative's quotation number.

All PG-09 orders must be entered by February 1, 2011 and released for shipment on or before March 1, 2011. After February 1st only orders based on PG-11 pricing will be accepted.

The Jay R. Smith Mfg. Co. continues to experience increases in the cost of raw materials, freight, cost of benefits and taxes necessitating this 8% list price increase.

On behalf of all of us at Jay R. Smith Mfg. Co. and our team of Jay R. Smith Representatives, we thank you for your continued support.

Best regards,

John R. Roberts
Vice President Domestic Sales

jr/sb

Enclosures: PG-11
Wholesale Discount Sheet