



150 East First Street
Perryville, Ohio 44864

PHONE: 419.938.5211
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November 24, 2010

Farnsworth Wholesale Co
27 W Baseline Road
Gilbert, AZ 85233

RE: *Mancesa by Mansfield* Price Increase

Dear Valued Customer:

Due to ocean going freight and logistics increases, Mansfield Plumbing Products is instituting a price increase on the *Mancesa by Mansfield* product line effective January 1, 2011. The increase will vary by product and shipping location as follows:

- Full container direct shipments will increase on average 3.5%.
- Shipments from our warehouses will increase on average 5%.

As in the past we will utilize one set of list prices. The warehouse vs. direct container % increase differential will be accomplished by adjusting the direct shipment multiplier.

Orders placed on or before January 1 for immediate shipment will be invoiced at today's prices as follows:

Platinum and Gold Distributors

- Purchase totals may not exceed 2 times your monthly average purchases based on your past 6 months purchase history.
- Your MPP Sales Representative has been provided with your average monthly purchase history. If you plan on placing *Mancesa by Mansfield* orders prior to January 1, 2011, please contact your rep.

The *Mancesa by Mansfield* increase does not impact Mansfield branded product. Thank you for your continued support of Mansfield Plumbing Products.

Regards,

A handwritten signature in black ink that reads "Doug Brelsford".

Douglas L. Brelsford
Mansfield Plumbing Products LLC
Sr. Vice President
Sales and Marketing

DLB/mlm