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Subject: Discount Change Notification

To our valued customers:

As 2021 comes to an end, the supply chain challenges linger and there is a lack of clarity looking forward in 2022. Demand continues to outpace supply driving up prices for carbon steel, stainless steel, fasteners, labor, utilities, healthcare, and transportation. The cost of maintaining product availability has severely escalated over the last 6 to 12 months.

In response to the continued dramatic market changes, effective Jan. 1, 2022, we will implement a three (3) point discount change on all Smith-Blair products. The price change will be applied by reducing the current discounts. As an example, a current 56% discount (0.44 multiplier) will be adjusted to 53% (0.47 multiplier). We will honor any current in-house annual pricing until the expiration date.

Effective the same date, we will be modifying our freight policy requiring a net order of \$4,000 for FFA; all other Terms and Conditions will remain the same. Please consider this communication your 30-days' notice to these changes.

Your support is greatly appreciated. If you have any questions, please contact your local Smith-Blair Territory Sales Manager/Representative or our Customer Service Group.

Best regards,

Tom Houston  
VP of Sales & Marketing  
Smith-Blair  
A Xylem Brand