



DELANY PRODUCTS P.O. BOX 411
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Date: May 24, 2022

Ref.: Delany Products Price Increase
Effective: July 25, 2022

Dear Valued Customer:

Effective on **July 25, 2022**, we will be implementing a price increase that will average 7% across our entire product line for both complete flush valves, faucets, and replacement parts. All Flush Valves and Parts discount multipliers will remain the same as they were set on March 21, 2022. The new price file will be available after June 25, 2022.

Price Protection policy:

- a) All new orders received by us on or after 7/25/2022 will be processed at the new price levels.
- b) Orders for immediate shipment currently on file with us are protected and will be invoiced at the current price level that was last set on April 21, 2022.
- c) Prior to July 25, Non Project based orders will be limited in size and amount to 10.5% of a customer's normal annual volume. In addition, it must be shipped by the factory by October 25th.
- d) Orders for future projects marked for shipment "When Advised" that are currently on file with us, will be price protected at the April 21, 2022 prices but must have a release date for the complete shipment no later than December 31, 2022.
- e) Coverage orders for future projects on which plumbing bids were submitted prior to July 25, 2022 will be accepted by us at the quoted net prices provided these orders have either Delany Quotation number or the name and location of the job and arrive at our office no later than the close of business on Friday July 22, 2022. These orders must be shipped complete no later than sixty (60) days after the Purchase Order date.
- f) No coverage orders will be accepted for Replacement Part orders

We are making every effort to communicate this increase to all of our customers. Also in line with our published company policy, the new List Prices will be posted on our company website, www.delanyproducts.com. Available upon request will be an upload-able excel file of all the new list prices.

Your ***Delany Products*** Representative is knowledgeable of our new pricing changes and is prepared to make the necessary changes to any existing job quotations you might have. Please feel free to contact your local ***Delany Products*** Representative or you can call us directly at (434) 296-0166 with any questions you might have about this pricing increase.

Delany Products does not take making price increases lightly. We understand the competitive climate of our industry, but in order for ***Delany Products*** to operate efficiently, these changes are necessary. We will continue to work to improve everyday in order to provide to you the best customer service and product available. Each and every day we deeply thank you for your business and continued support of ***Delany Products***. It is only with your support that we can reach our goal of being the best.

Thank you for your help and support in the past and in the future.

Best regards,

Scott Delany
President

Changing for the Better..... Working to be the Best!