



SPEARS® MANUFACTURING COMPANY.

CORPORATE OFFICE

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December 17, 2012

To: All Spears® Customers

Re: PVC- DWV Pricing

Due to market conditions and increased costs of both material and labor, Spears® Manufacturing Company is announcing a price increase on PVC-DWV Fittings effective January 1, 2013. Our published list prices for DWV Fittings in product groups 051 and 052 found in our current catalog (SSB-1-0812) and on our website will not change.

We will limit all pre-increase orders to 10% of your net purchases for 2012 prior to January 1, 2013.

All pre-increase orders must be placed with your regional distribution center no later than 12:00 noon local time on Monday, December 31, 2012. All orders will be shipped in January 2013. There will be absolutely no price protection past December 31, 2012.

Contact your local Spears® Sales Representative or Regional Sales Manager for questions or further details about this increase.

Spears® Manufacturing Company