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March 30, 2011

Dear Valued Customer:

Effective May 15, 2011 Mansfield Plumbing Products LLC is implementing a price increase. Our last increases were July 2008 for sanitary ware and 2004 for bathware. While our costs have steadily increased since then significant investments in our manufacturing facilities have been able to offset most of those increases. At this time Mansfield can no longer absorb increases in transportation, raw materials and health care costs.

This communication should really read "price change" announcement. We are taking this opportunity to reorganize our product and price structures. Many sanitary ware items will actually decrease in price. This action allows us to match up more accurately against our competitors and re-position many products within our line. The changes are numerous. Your MPP Sales Rep will be by soon to explain them in more detail.

The end results are weighted average increases of 1.9% for sanitary ware and 2.3% for bathware. At this point we are not adjusting drop charges or FFA requirements. However, if fuel price increases continue, we may have to revisit that decision in the future.

Orders placed on or before May 15th for immediate shipment will be invoiced at current prices provided they do not exceed the schedule below:

- **Platinum Distributors** = up to 2 times the last 12 months average order rate
- **Gold Distributors** = up to 1 times the last 12 months average order rate
- **Silver Distributors** = up to .5 times the last 12 months average order rate

Your MPP Sales Rep has your purchase history and the numbers mentioned above. Of course we will honor all current and future job quotes assuming an order was placed within 60 days of quote origination.

On behalf of all Mansfield Plumbing Products employees, thank you for your continued support and for supporting American made products.

Regards,

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

Douglas L. Brelsford
Sr. Vice President
Sales and Marketing

DLB/mlm