



Built on Quality - Focused on Innovation

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November 20, 2020

2021 B&T Pricing and Policy Changes

Bingham & Taylor strives to keep production costs at a minimum so that our products can remain both best-in-class and competitive with market conditions.

We continue to work to further reduce these costs internally. However, certain factors (raw material prices, labor costs, utility and power, for example) are driven by market rates as well as competition for available workers. We also examine ways to streamline our order processing to reduce lead times.

We have tried to keep the impacts to our customers at a minimum. Although the actual production cost increases we have realized are higher, B&T will be implementing the following pricing and policy changes for 2021.

- **2021 Price Increase.** A general price increase of 3.0% for effective January 1, 2021.
 - B&T will honor current pricing to all customers for orders received through close of business on December 31, 2020 to be shipped no later than February 26, 2021.
- **Minimum Order Quantities (MOQ).** All products are subject to a 10-piece minimum order quantity (MOQ) **per line item.**
 - Customers can still select to order less than the MOQ for a \$100 surcharge per line item not meeting MOQ.
- **Cast Iron Freight Policy.** Freight policy changes are as follows for the Western states of **CO, NV, MT, ID, UT, WA, OR, CA, WY, AZ and AK:**
 - Freight Policy for **West Coast** will be as follows:
 - \$10,000 or less = Customer Pays Shipping
 - \$10,000-\$19,999 = \$1,000 Freight Allowance
 - \$20,000 or greater = \$2,000 Freight Allowance
 - Current Cast Iron Freight Policies remain **unchanged** for all other regions for 2021
 - Current Freight Policies for Plastic products remain **unchanged** for 2021.
- **Meter Pit Pallet Charge.** All requests for palletizing Meter Pits will be subject to a **\$35 fee per pallet** to cover the materials and labor

Finally, please note our **Culpeper plant will be closed from December 20, 2020 through January 5, 2021** for annual maintenance. Our plants in Fredericksburg will be working during this time on a limited basis.





If you have any questions, please contact your Sales Director or a member of our Inside Sales Team.

Respectfully,

Steve Petrides

A handwritten signature in black ink, appearing to read 'Steve Petrides', with a long horizontal stroke extending to the right.

EVP/GM
Bingham & Taylor