



October 31, 2017

To Our Valued Distribution Customers,

At Delta Faucet Company, we believe there's a better way to live with water. That's why our team is constantly developing new designs and smart technologies to improve the user experience. Our 2017 collections are now shipping, and we look forward to introducing you to innovative new products at KBIS 2018.

We would like to inform you that a **strategic price adjustment for Delta® and Peerless® products will go into effect January 28, 2018**. The overall weighted average of the adjustment for **Delta faucets, showers, accessories and repair parts** is +2.8%. The overall weighted average of the adjustment for **Peerless faucets, showers and repair parts** is +1.0%.

Updated electronic price files are available now through your local Delta and Peerless product sales representative and on the deltafaucet.com website in the Professionals area under Product Resources.

The updated pricing will be reflected in the **new 2018 Delta Residential and Commercial Product Price Books** and the **2018 Peerless Product Catalog**. Scheduled to begin shipping in January 2018, these materials will include new products launching before July 31, 2018.

Thank you for your continued support of Delta Faucet Company. We value your business and are committed to providing you and your customers with leading brands, innovative products and exceptional service that you can depend on.

If you have any questions, please contact your local Delta and Peerless product sales representative.

Sincerely,

A handwritten signature in black ink that reads "Jon Dartt".

Jon Dartt
Vice President, Sales