



Marketing Bulletin

To: All Distributors and Representatives
Date: June 29th, 2019
Subject: Pricing - Effective September 1st, 2019

Please note that new pricing will go into effect **September 1, 2019** for Zoeller Pump Company pumps, packages, controls, basins and accessories.

Because of the continuing increase in raw material, commodities and increases in transportation costs, Zoeller's list prices will increase on September 1st, 2019. Due to our vertical integration efforts and *Made in the USA* initiative, tariffs have had little to no effect on our pricing. As a result, our customers should not see dramatic shifts in Zoeller's pricing due to tariffs as we move forward. We strive to keep increases to a minimum through strategic sourcing practices and our continuous improvement process.

Product	Average	Product	Average
Utility Pumps	3.0%	Non-Clogs	5%
Sump & Effluent Pumps	3.0%	Hazardous Duty	5%
Sewage Ejectors	3.0%	Booster & Lawn Pumps	5%
Package Systems	2.5%	Potable Water Pumps	5%
Grinder Pumps	2.0%	Basins	0%
Back-Up Systems	2.5%	Accessories	3.5%

We greatly appreciate your business and trust this advanced notice will allow you ample time to adjust your stocking levels accordingly. An electronic file will be emailed out by July 6th. If you require a physical printed copy, please request it at pricing@zoeller.com and we will mail out prior to the end of August.

Please contact your factory representative or our Customer Support department if you have any questions. We greatly appreciate your business.

Sincerely,

Mark Huntebrinker
Director of Sales and Marketing

Zoeller Family of Water Solutions™

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