



To: Saint-Gobain Distributors

Subject: 2014 Pricing

Date: November 1, 2013

Dear Valued Distributor,

Amid worldwide economic uncertainty and rising global energy and raw material prices, 2013 has continued to be a very challenging year for all of us even though we have tried our best to support our distribution with either no price increases or very minimal increases on a very limited number of products during the year.

As we are approaching 2014, we would like to assure you that Saint-Gobain will continue our world class manufacturing practices to manage our costs to minimize the impact of rising inflation and costs on our products. However, for the product categories that we haven't passed along any price increases or very small increases since 2012, we are seeking your support and understanding for an increase to help us absorb the rising costs.

Below is a detailed list of the 2014 pricing changes effective as of January 1, 2014:

Akron:	Tygon®	All materials except PVDF Liner Co-extrusion	3%
	Tygon®	Non-DEHP except Medical Non-DEHP Tubing	3%
	Tygon®	E-3603, E-LFL, and E-1000	0%
	Tygon®	Medical Tubing	0%
	Tygon®	PVDF Co-extrusion, LP Series	2%
	Other	All materials	3%
Beaverton	Tygon®	Silicone	2%
	Sani-Tech®	Silicone	2%
	Pure-Fit®	Silicone	2%
	Transflow® III	Silicone	2%
Mickleton	Acutech	All materials except PTFE	3%
	Acutech	PTFE	2%
	Pharmfluor®	FEP	3%
Bridgewater	FX/SC/PF	Hose	3%
	FX/SC/PF	Fittings	3%
		Tanks	4%
		Blowers	3%
	Sani-Tech®	Rigid	2%
Garden Grove		All materials except PTFE	3%
		PTFE	2%
Clearwater	C-Flex®		2%

Please take a note of the above changes in your relevant product line(s). An electronic PDF version of the 2014 price books will be mailed out to you no later than December 1, 2013.

Saint-Gobain will continue our efforts to minimize the impact of the rising costs of raw materials as well as other related costs in 2014. We will do everything possible to retain our pricing in the coming year. We are committed to strengthen our partnership and support you with the best product quality and best service.

If you have any questions, please contact your customer service representative or your Saint-Gobain sales manager.

Sincerely,

Fluid System Management
Saint-Gobain Performance Plastics