

SMITH-COOPER®

INTERNATIONAL

May 10, 2019

To: All Smith-Cooper International Distributors, Wholesalers, Manufacturer's Representatives, and Sales Personnel

In September, the US Commerce Department announced a 25% tariff on an additional \$200 Billion worth of Chinese goods as part of the Section 301 tariffs. This tariff impacts a wide range of products including a large portion of items offered by Smith-Cooper International. Although the final amount of the tariff is 25%, the US Commerce Department took a different approach, and split the 25% into two effective dates. On September 24, 2018 a 10% tariff was imposed on the Smith-Cooper International products listed below. We subsequently raised our prices effective October 8, 2018. This tariff increased to 25% on May 10, 2019.

Due to the impact of the Section 301 tariffs along with continued increases in raw materials, labor and other changing government regulations, Smith-Cooper International will be implementing the following price increases effective June 3, 2019. All orders placed on or before June 2, 2019 will be honored at current pricing.

Although the amounts may vary by item, the average price increase by product line will be as follows:

Product Category	Increase
COOPLOK™ Grooved Coupling & Fittings	15%
COOPLOK™ Grooved Ball & Butterfly Valves	15%
COOPLET® Adapter Nipples	15%
FPPI® Hangers, Gaskets, Ball Valves & Accessories	15%
FPPI® Thread Sealants (Select SKU's)	4%
SCI Ball Valves & Accessories	15%
SCI Butterfly Valves & Accessories	15%
SCI Low Pressure Valves	15%
Brass & Lead Free Ball Valves & Accessories	15%
Bronze & Lead Free Fittings	15%
Dielectric Unions (All)	15%
Compression Couplings	15%
Plumbing Specialty	15%
Swage Nipples and Bull Plugs	15%

Product Category	Increase
Malleable Iron Threaded Fittings	15%
Welded Steel & Seamless Nipples (All)	15%
Merchant & API Couplings & Fittings	15%
Ductile & Cast Iron Threaded Fittings	15%
Ductile & Cast Iron Flanged Fittings and Flanges	15%
Forged Steel Fittings & Outlets	15%
Brass Nipples and Pipe	15%
Stainless Gate, Globe, Ball Valves and Strainers	15%
Stainless Fittings & Flanges (All)	15%
Sanitary Fittings & Valves	15%
Stainless Nipples (All)	15%
Sharpe® General Service Gate and Globe Valves	15%
Sharpe® Series 53, 54 and 50M76 Ball Valves	15%

Please continue to monitor our website www.smithcooper.com for the most up-to-date information, announcements and list prices.

Smith-Cooper International reserves the right to limit order quantities based on historical purchase patterns, and will not be accepting backorders. Orders with release dates after or submitted after June 2, 2019 will be billed at the new pricing.

If you have questions regarding this price increase please contact your local Smith-Cooper International manufacturer's representative or salesperson directly.

We would like to thank you for your understanding and continued support of Smith-Cooper International.

Best regards,



Chris Peeler
Senior Vice President, Sales & Marketing
Smith-Cooper International