



# SMITH-COOPER<sup>®</sup> INTERNATIONAL



November 19, 2018

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. Effective September 24<sup>th</sup>, 2018 a 10% tariff was imposed on the Smith-Cooper International products listed below. We subsequently raised our prices effective October 8<sup>th</sup>, 2018. This tariff will increase to 25% effective on January 1, 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 January 1<sup>st</sup>, 2019. All orders placed on or before December 31<sup>st</sup>, 2018 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® Weld Outlets & Adapter Nipples	15%
FPPI® Hangers, Gaskets, Valves & Accessories	15%
SCI Gate Valves	15%
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](http://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 December 31<sup>st</sup>, 2018 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