



SMITH-COOPER[®] INTERNATIONAL



October 5, 2018

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

Recently 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 has taken a different approach, and has split the 25% into two effective dates. Effective September 24, 2018 a 10% tariff was imposed on the Smith-Cooper International product listed below. This tariff will increase to 25% effective 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 increase effective October 22, 2018. All orders placed on or before October 19, 2018 will be honored at current pricing.

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

Product Category	Increase
COOPLET [®] Weld Outlets	10%

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

Due to the current volatility of the materials market and changing government regulations, 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 October 19, 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

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