



HAMMOND VALVE

16550 W. Stratton Drive, New Berlin, WI 53151-7301

PHONE 262-432-2702

TOLLFREE 1-800-348-6544

FAX 262-432-2703

May 14, 2019

To: All Hammond Valve Distributors

The United States Trade Representative (USTR) has announced to increase tariffs by an additional 15% effective May 10, 2019. This new tariff is in addition to the 10% put into place last September, bringing the total tariff rate to 25%. In addition to tariffs, there are other uncontrolled inflationary pressures placed on our domestically produced or assembled products.

Effective June 3, 2019 the following product categories will be subject to an increase of 4% or 10% as shown below:

Product Category	Percentage	Divisor
Brass Ball Valves	10	.90
Carbon and Stainless Steel Ball Valves (8422, 8423 & 8433 Series)	10	.90
Carbon and Stainless Steel Ball Valves (8623 & 8633 Series)	4	.96
Import Cast Iron Gate, Globe and Check Valves	10	.90
Cast Steel Gate, Globe and Check Valves	10	.90
5000 Series Butterfly Valves	10	.90
HP Butterfly Valves	10	.90
Plumbing & Heating	10	.90
Bronze Gate, Globe and Check	4	.96
Bronze Ball Valves	4	.96
Assembled U.S. Iron Gate, Globe and Check	4	.96
6000 Series Butterfly Valves	4	.96
Actuation	4	.96

Percentage of increase by categories as shown above apply to both list pricing and all special net pricing effective June 3rd.

The increase on tariff related products are less than the new imposed tariffs. As we did with the first round of tariffs, we are significantly reducing the tariff rate impact in an effort to have our distribution network remain competitive across all product sectors during this ever changing environment.

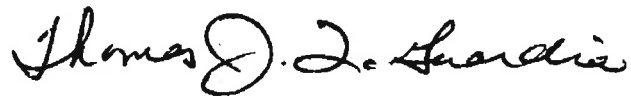
New list price sheets reflecting the increases as noted above are being created and will be posted to the website the week of May 27th. New list pricing may also be arrived at by dividing our current list price by .90 or .96. Should you have any questions, please

contact your local representative, our field sales team or inside support team at any time.

Due to the unusual nature and timing of this latest tariff rate increase, we will not be in a position to offer our typical protection periods or job protection. Orders between now and June 3rd will undergo a higher level of scrutiny to ensure reasonable monthly purchase levels are respected.

We trust you can understand our need to recover these uncontrolled costs and thank you for your continued interest and support of our products.

Very truly yours;
HAMMOND VALVE COMPANY

A handwritten signature in black ink that reads "Thomas J. LaGuardia". The signature is written in a cursive style with a large initial 'T' and 'L'.

Thomas J. LaGuardia
Vice President Sales & Marketing