



HAMMOND VALVE

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February 12, 2019

To: All Hammond Valve Distributors

It was announced in late November by the United States Trade Representative (USTR) that a third round of tariffs would be placed on hold until March 1, 2019 on products imported from China.

If the tariff rate remains at the 10% rate as was placed into service on October 1, 2018, list pricing on the following product groups will be subject to a price increase of 3% effective March 1, 2019. Our original increase was only 3%, with an expectation that the tariff would only be in effect for a few months. The additional 3% is needed to reflect a more permanent tariff increase.

Brass Ball Valves
Carbon and Stainless Steel Ball Valves (excluding 8623 and 8633 Series)
HI Series Cast Iron Gate and Globe Valves
Cast Steel Gate and Globe Valves
5000 Series Butterfly Valves
HP Butterfly Valves
Brass Plumbing Valves

New list pricing is being developed and will be posted to the website by February 22, 2019. All special net pricing on these items will also increase 3% on March 1, 2019 (divide by .97).

Should the proposed tariff rate increase an additional 15% above the existing 10% tariff rate to a total rate of 25% or somewhere in between, we will react accordingly and raise prices commensurate with the cost increases realized.

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

Sincerely,
HAMMOND VALVE, INC.

Thomas J. LaGuardia
Vice President – Sales & Marketing