



HAMMOND VALVE

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September 10, 2019

To: All Hammond Valve Distributors

It has been announced by the United States Trade Representative (USTR) that an additional tariff of 15% on all Chinese component parts will take effect on October 1, 2019. In addition there was an additional 5% placed on all finished valves that took effect on September 1, 2019. As a result we are adjusting pricing on October 7, 2019 by 4% or 10% on all products shown below.

Product Category	Increase Percentage	Divisor
IR – Series Iron Gate, Globe and Check	10%	.90
HI – Series Iron Gate, Globe and Check	4%	.96
6000 – Series Butterfly	10%	.90
5000 – Series Butterfly	4%	.96
Carbon and Stainless Industrial Ball	4%	.96
High Performance Butterfly	4%	.96
Cast Steel Gate, Globe and Check	4%	.96
Brass Ball	4%	.96
Brass Gate, Globe and Check	4%	.96
Plumbing	4%	.96

All special net pricing on these products will also increase by the percentages shown above on October 7th.

There is no price increase on Bronze Gate, Globe, Check, and Bronze Ball products at this time.

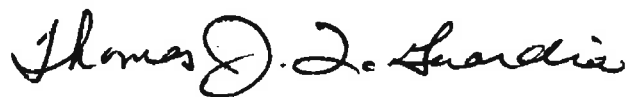
The increases we have put in place since the beginning of the tariffs last October are still significantly below the tariffs imposed. We remain committed to have our distribution network remain competitive across all product sectors during this ever changing environment.

Our new list price sheets reflecting the increases noted above are being created and will be posted to the website by September 27th, 2019. New list pricing can 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 the office at any time.

The unusual nature of the tariff rate increase dictates that we will not be in a position to offer our typical protection periods or job protection. Orders between now and October 7th, 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 costs and thank you for your continued interest and support of our products.

Very truly yours,
HAMMOND VALVE

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