



May 15, 2019

Dear Valued Customer:

As I am sure you are aware, the U. S. government announced an additional 15 percentage point tariff (for a total of 25% since September 2018) which went into effect on 5/10/19 on various product categories imported from China. Additionally, over the past several months several other suppliers (resins, raw materials, chemicals, etc.) have passed on increases to LSP.

Because of the magnitude and abruptness of all of these cost increases, we will need to implement a price increase effective **June 17, 2019**. The categories below that have ranges include SKU's that will vary in the magnitude of the increase. Please reach out to your salesperson for a specific increase on a SKU if this is needed before you receive your individual pricing packet:

Rapid Fit: 7.5%

Tech Specialties: 0% - 4.5%

Frank Pattern: 10.5%

Chemicals: 6.5%

AquaFlo:

- Connectors: 15%
- Supply Stops: 13.4%
- Pull Stop Box: 8%

Specialty Products:

- Outlet Boxes: 2% - 8.9%
- Pipe Support: 0% - 3%
- All Other Specialty: 7%

The final pricing packets by SKU, which will be used for invoicing, will be distributed by 5/24/19. Our goal is to get these out as soon as we possibly can. In the interim, please use the percentages above as guidance for any new bids. The increases, where applicable, will be effective on any Job Quotes, as well.

We will continue to keep you updated in the coming months on any additional developments associated with costing pressures.

LSP is committed to our business partners and will continue to develop innovative, cost-effective plumbing solutions.

We truly value your partnership and continued support as we navigate through these market challenges.

Scott Clark

VP Sales & Marketing

