



RELIABILITY BUILT IN™

June 3, 2019

Dear Valued T&S Customers,

I am writing to inform you of an upcoming change to the price of T&S products.

The United States Government introduced a 10 % Tariff on many goods imported to the U.S. from China on September 24, 2018, and effective May 10, 2019, the Tariff amount has increased to 25%. Due to this increase, many of our T&S vendors have informed us of upcoming price increases. The economic impact is being felt by all and is far-reaching. To slightly offset the costs and effects of this new Tariff T&S will implement a 4.75 % price increase, effective July 1, 2019.

T&S remains committed to offering you the highest quality products for the fairest price. T&S works diligently to control our material costs, manufacturing procedures, and other processes that impact our product pricing. We will continue to monitor the situation with The U.S. Government and its economic effect to provide you with the best service possible, and we will continue to communicate with you in an open and timely way.

T&S Brass Price Adjustment Quotation and Order Guidelines and Policies

- **Outstanding Job Quotations**

All confirmed, numbered quotations will be honored until August 1, 2019 or earlier dependent upon the date indicated on the face of the quotation. Any confirmed quotations currently in house and ordered after August 1, 2019 would be subject to the price adjustment.

- **“Will Advise Orders”**



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Released "Will Advise" orders must be received by July 1, 2019 and shipped complete by August 1, 2019. Otherwise, they will be subject to the price adjustment.

- **Blanket Orders**

Prices on all blanket orders will be protected through August 1, 2019. Releases scheduled beyond that date will be subject to the price adjustment.

- **Stock Orders**

Any orders "In-House" on a current delivery schedule as of July 1, 2019 will be processed at current prices if shipped by August 1, 2019.

- **This policy is subject to established credit policies.**

We appreciate your business and support.

Sincerely,

Eva-Marie Fox

Vice President of Marketing

T&S Brass and Bronze Works, Inc.

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