



Dear Valued Customers:

Last week the United States Government acted regarding the recent 301 case. As a result, they have imposed a 10% tariff on a number imported goods. This tariff will go into effect on Monday, September 24, 2018 on all shipments entering into the U.S..

This 10% tariff is immediate and includes products not already landed at U.S. ports. As a result of this action Ward will not be able to give the full 30-day notice and will implement the increase on the affected products on Monday, October 15th.

As a manufacturer of Domestically produced product for over 90 years, Ward Manufacturing is in the unique position to offer these products as well.

The following products will be affected by this price increase.

<u>PRODUCT</u>	<u>INCREASE %</u>	<u>PRICE SHEET</u>
Ward International Malleable Fittings	10%	101018
Ward International Welded Pipe Nipples	10%	151018

Please keep in mind that in addition to this 10% tariff the administration has also announced an additional 15% tariff to be effective January 1, 2019.

For pricing information on other products in your market area, please contact your Elmco Duddy Sales Representative.

Thank you for your business. We hope we may continue to serve you.

ELMCO DUDDY

A 65 year young manufacturer's representative firm with unparalleled manufacturer partnerships, customer relationships, service capabilities, and talented team members who consistently add value in the market and deliver measurable results year after year.