



September 24, 2018

To Our Valued Customers:

World events far beyond our control have combined to create a significant degree of pricing pressure across a wide spectrum of piping products. Increases in raw material costs, labor rates, currency exchange rates, energy and transportation costs, anti-dumping judgements and ramifications of the Section 232 tariffs gave us no choice but to implement price increases on a variety of stainless steel products in May and August of this year. Now, the imposition of additional Tariffs through Section 301 on a wide range of Chinese manufactured products is forcing us to announce another series of price increases.

Effective with orders placed on October 1, 2018 discount multipliers on the following product lines will be increased by 10%:

- 150# Stainless Steel Cast Fittings
- Stainless Steel Ball Valves
- Stainless Steel Plate Flanges
- Stainless Steel Butt-Weld Fittings & Stub-Ends
- Ductile Iron Backing Flanges

**THE INCREASES WILL BE IN THE FORM OF DISCOUNT MULTIPLIERS ONLY, THERE WILL BE NO LIST PRICE CHANGES AT THIS TIME. YOU MAY TAKE YOUR EXISTING MULTIPLIER X 1.10 TO ARRIVE AT THE NEW PRICE FACTOR.**

**EXISTING BACK-ORDERS WILL BE HONORED AT CURRENT PRICES. ORDERS PLACED BETWEEN SEPTEMBER 24 AND OCTOBER 1 ARE SUBJECT TO QUANTITY LIMITATIONS AND ITEMS NOT CURRENTLY IN STOCK WILL NEED TO BE RESUBMITTED ON NEW ORDERS USING THE NEW MULTIPLIERS.**

Thank you for your continued support and please feel free to reach out to your Merit Brass sales contact should you have any questions or concerns.

Sincerely,

Merit Brass Company