



# SMITH-COOPER<sup>®</sup>

## I N T E R N A T I O N A L



September 21, 2018

To: All Smith Cooper International Distributors, Wholesalers, Manufacturer's Representatives, and Sales Personnel

Earlier this week the US Commerce Department announced a 25% tariff on an additional \$200 Billion worth of Chinese goods as part of the section 301 tariffs. This tariff impacts a wide range of products including a large portion of items offered by Smith-Cooper International. Although the final amount of the tariff is 25%, the US Commerce Department has taken a different approach, and has split the 25% into two effective dates. Effective September 24<sup>th</sup>, 2018 a 10% tariff will be imposed on the Smith-Cooper International products listed below. This tariff will increase to 25% effective on January 1, 2019.

Due to the impact of the section 301 tariffs along with continued increases in raw materials, labor and other changing government regulations, Smith-Cooper International will be implementing the following price increases effective October 8<sup>th</sup>, 2018. All orders placed on or before October 5<sup>th</sup>, 2018 will be honored at current pricing.

Although the amounts may vary by item, the average price increase by product line will be as follows

Product Category	Increase	Product Category	Increase
COOPLOK™ Grooved Coupling & Fittings	16%	Bull Plugs	42%
COOPLOK™ Grooved Ball & Butterfly Valves	10%	Swage Nipples (All)	10%
COOPLET® Adapter Nipples	10%	Malleable Iron Threaded Fittings	10%
Sealant, PVC Fittings & Teflon tape	25%	Welded Steel & Seamless Nipples (All)	10%
FPPI Hangers, Gaskets, Valves & Accessories	10%	Merchant & API Couplings & Fittings	10%
SCI Gate Valves	10%	Ductile & Cast Iron Threaded Fittings	10%
SCI Ball Valves & Accessories	10%	Ductile & Cast Iron Flanged Fittings and Flanges	10%
SCI Butterfly Valves & Accessories	10%	Forged Steel Fittings & Outlets	10%
Brass & Lead Free Ball Valves & Accessories	10%	Brass Nipples and Pipe	10%
Bronze & Lead Free Fittings	10%	Stainless Gate, Globe, Ball Valves and Strainers	10%
Quick Bite Fittings & Valves	25%	Stainless Fittings & Flanges (All)	10%
Dielectric Unions (All)	10%	Sanitary Fittings & Valves	10%
Compression Couplings	10%	Stainless Nipples (All)	10%
Plumbing Specialty	10%	Sharpe® General Service Gate and Globe Valves	10%
		Sharpe® Series 53, 54 and 50M76 Ball Valves	10%

Please continue to monitor our website [www.smithcooper.com](http://www.smithcooper.com) for the most up-to-date information, announcements and list prices.

Due to the current volatility of the materials market and changing government regulations, Smith-Cooper International reserves the right to limit order quantities based on historical purchase patterns, and will not be accepting backorders. Orders with release dates after or submitted after October 5<sup>th</sup>, 2018 will be billed at the new pricing.

If you have questions regarding this price increase please contact your local Smith-Cooper International manufacturer's representative or salesperson directly.

We would like to thank you for your understanding and continued support of Smith-Cooper International.

Best regards,

Chris Peeler  
Senior Vice President, Sales & Marketing  
Smith-Cooper International