



October 1, 2018

To: LA-CO Industries Customers

From: Keith Funke

Dear Valued Customer,

As a USA Manufacturer we are directly impacted by the most recent Chinese Tariffs that went into effect October 1, 2018.

Due to the recent tariffs, specific LA-CO Industries products will receive a 25% price increase effective October 1, 2018 and will be on-going until the tariff is eliminated. This price increase matches the current tariffs and we will not profit from this tariff program.

We reserve the right to hold orders to ensure the appropriate pricing is accurate and implemented at P.O. level prior to order entry.

The following part numbers are affected:

PTFE Tape

<u>Size</u>	<u>LA-CO P/N</u>	<u>Unit</u>
1/2" X 260"	44071	144
1/2" X 520"	44072	144
3/4" X 520"	44075	144

1" X 520"	44078	144
1/2" X 300"	44082	12
1/2" X 600"	44083	12
1/2" X 1200"	44084	12
3/4" X 300"	44085	12
3/4" X 600"	44086	12
1/2" X 260" Yellow	44094	12
1/2" X 260" Pink	44095	12

If you are planning to purchase the affected items please contact us to verify your pricing for all SKU's listed above.

If you have any questions after you receive this letter, please contact your LA-CO Industries, Inc., Regional Sales Manager or you may contact LA-CO Pricing at lacopricing@laco.com.

We sincerely appreciate your business and continued support with LA-CO Industries.

Kind Regards,

Keith Funke
Director of Sales, Americas
LA-CO Industries, Inc.
