

February 1, 2019

To: Our Valued Customers

Re: NIBCO Product Price Increase Effective March 1, 2019

The Office of the United States Trade Representative (USTR) had issued trade tariffs on many items in the NIBCO product portfolio, including finished goods and component parts. The previous round of tariffs are set to escalate on March 1, 2019. NIBCO will continue to monitor the trade policy situation and will adjust to reflect the most up-to-date information.

NIBCO is announcing a multi-tiered price increase between 3% and 12% (divide by .97 or .88, respectively) on selected products with select SKUs reflecting higher or lower increases. **Please download and review the new list price sheets for specific price changes.** Current multipliers will remain in effect.

Because of these tariffs, NIBCO cannot offer price protection. Current project quotes will be evaluated on an individual basis and NIBCO reserves the right to requote. Orders of unusual size between now and March 1st will receive special scrutiny and NIBCO will not accept orders of unreasonable volume.

The average increases will affect the following price sheets:

- 3% - Irrigation Valves; IRR-0119
- 3% - Commercial & Industrial Bronze Ball Valves; CBV-0119
- 3% - Industrial Carbon & Stainless Steel Ball Valves; INDBV-0119
- 4% - NIBCO[®] Press System Valves; PRESS-VLV-0119
- 4% - Fire Protection Valves; FPP-0119
- 5% - Sure Seal[®]; SSEAL-0119
- 5% - High Performance Butterfly Valves; HPBFV-0119
- 6% - Commercial & Industrial Butterfly; BFV-0119
- 6% - Bronze & Iron Valves; BIDV-0119
- 6% - Lead-Free Valves; LF-VLV-0119
- 7% - FLO-BOSS[®] Balancing Valves; BVPL-0119
- 7% - Bronze & Iron Strainers; STR-0119
- 8% - Specialty Valve Products; SVP-0119
- 12% - NIBCO[®] Flexible Piping Systems; FLEX-0119
- 12% - Parts; PARTS-0119
- 12% - Push-to-Connect Fittings, Valves & Flexible Connectors; PUSH-0119
- 12% - Webstone[®] Fittings; WBSF-0119
- 12% - Webstone[®] Valves; WBSV-0119

The new list price sheets will be available by February 8, 2018 via the NIBCO websites at www.nibco.com, www.nibcopartner.com, and www.webstonevalves.com. You will have the option of printing a copy of the price sheet in PDF format or downloading list prices in MS Excel format.

If you have questions, please contact your NIBCO sales or customer service representative. Thank you for your continued support of NIBCO products.

Sincerely,
NIBCO INC.