



STEEL, BRASS, PLASTIC, STAINLESS & ALUMINUM PIPE NIPPLES - MALLEABLE, BRONZE, COPPER & STEEL FITTINGS
2277 East Fifteenth Street Los Angeles, CA 90021-2841 (213) 625-2723 Fax: (213) 625-5734 <http://www.eagray.com>

October 8, 2018

IMPORTANT PRICING ANNOUNCEMENT

To Our Valued Customers:

As you all are undoubtedly aware, the latest round(s) of tariffs (Section 301) imposed by the Federal Government have (as of September) established an additional 10% tariff on all products coming from China, which will be followed by an additional 15% set to go into effect in January of 2019.

The Edmund A. Gray Company has tried to keep pricing levels stable, however these tariffs, coupled with other recent changes in costs, are making it necessary for us to change pricing on a couple of categories (two of which were previously not affected by our changes earlier this year).

Due to these governmentally mandated assessments, along with various other changes in material, supply chain and labor cost increases, we are forced to make changes to the following categories at this time.

Products affected by a **LIST PRICE CHANGE** and approximate percentage of increase is as follows:

<u>Pipe Nipples:</u>	<u>~ % Change</u>	<u>Pipe Fittings:</u>	<u>~ % Change</u>
Red Brass Pipe Nipples	11%	Bronze Pipe Fittings	11%
<i>All Schedules, All Finishes (Incl. Chrome Plated)</i>		<i>Standard and Lead Free Formulations</i>	

Products affected by a **MULTIPLIER CHANGE** and percentage of increase is as follows:

<u>Pipe Nipples:</u>	<u>~ % Change</u>	<u>Pipe Fittings:</u>	<u>~ % Change</u>
Stainless Steel 304 & 316	10%	Stainless Steel Fittings (304)	10%
<i>All Schedules, Welded & Seamless</i>			

To calculate your new multiplier(s), take your existing multiplier(s) and multiply by 1.1

These pricing changes will take effect at the end of business on Friday, November 2, 2018.
(New prices will be in effect on Monday, November 5, 2018.)

New pricing will be available for download, at www.eagray.com, **as well as** by request from our sales reps in each of your territories when they are calling on you, **and** via email requests sent to them, or sent directly to sales@eagray.com. Based on purchasing history, we reserve the right to limit orders and/or order volume prior to November 2, 2018. Please call us or email sales@eagray.com with any special information requests or questions you may have.

We are proud to be able to service your needs by shipping accurate and complete orders, offering the highest product quality and service levels available in our industry, at competitive prices. On behalf of the Edmund A. Gray Company and its employees, we thank you for your continued support.

Cordially,
Edmund A. Gray Company

Lawrence C. Gray, III
Vice President

“IF IT’S A PIPE NIPPLE WE HAVE IT”