



July 25, 2018

TO: All Empire Customers

RE: Price increase: Pipe Hangers, Strut and Accessories, Metal Stampings/Castings

Due to the ongoing trade dispute between the United States and China, newly proposed tariffs could take effect as early as this September. Regrettably, because of the increases incurred by Empire related to these potential tariffs, we have no choice but to begin the process of implementing a price increase on all goods affected by this measure. According to the schedule of events addressed in the recent filing by our administration, if additional tariffs are levied, Empire's price increase will take effect on **September 10, 2018**. For more information on this latest measure, the full document filed can be found here:

https://ustr.gov/sites/default/files/301/2018-0026%20China%20FRN%207-10-2018_0.pdf

Due to the volatility of this on-going trade dispute, it has become increasingly difficult to predict and control the impacts related to pricing on our products. However, what we can control is providing you with as much advanced notice as possible when any adjustments in price need to occur. **Ultimately, if these tariffs are not implemented, Empire will not move forward with this increase.** We will continue to keep you informed of the ongoing impacts these tariffs have on you, your business, and our industry.

If Empire's increase goes into effect, we will be able to provide customer-specific price sheets in Excel format when requested. Please email your request to: prices@empireindustries.com. When doing so, please indicate in the subject line: **"Price Increase 9/10/2018"** and include your name, company name, address and phone number in the message body. We will provide an updated list price book for download on our website (www.empireindustries.com) shortly after the increase goes into effect.

If you have any questions, please contact your local manufacturers' representative or the Empire Inside Sales staff at 800-243-4844.

We appreciate your continued support and look forward to servicing your future needs.

Sincerely,

Craig Bramley
Vice President,
Sales & Marketing

Tom Collins
Product Manager

Peter Schauster
Executive V.P. &
National Sales Manager

180 Olcott Street Manchester, CT 06040 860-647-1431 800-243-4844 (Fax) 860-647-1160

empireindustries.com