



May 10, 2019

TO: All Empire Customers

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

Due to the recent breakdown in US/China trade talks, our administration has decided to increase the current 10% tariff on a wide range of Chinese imported goods to 25% today, Friday, May 10<sup>th</sup>.

Although negotiations between our administration and the Chinese delegation are planned to resume later today, due to the direct increases incurred on imported goods by Empire Industries, we will move forward with implementing a **price increase of up to 15% on June 10<sup>th</sup>**. In the event there is a change in this trade policy prior to the June 10<sup>th</sup> effective date, Empire will adjust (or withdraw) this increase.

Although the timing of this decision will make it difficult, we will do our best to provide customer-specific price sheets in Excel format prior to the June 10<sup>th</sup> increase. Please email your request to: [prices@empireindustries.com](mailto:prices@empireindustries.com). When doing so, please indicate in the subject line: "**Price Increase 6/10/2019**" and include your name, company name, address and phone number in the message body. We will also provide an updated list price book for download on our website ([www.empireindustries.com](http://www.empireindustries.com)) shortly after the increase goes into effect.

We will continue to monitor the ongoing negotiations and provide you with the latest information as we receive it. In the meantime, if you have any questions, please contact your local manufacturers' representative, Empire Area Sales Manager, or the Empire Inside Sales staff at 800-243-4844 / [sales@empireindustries.com](mailto:sales@empireindustries.com).

Once again, we greatly appreciate your continued support and look forward to servicing your future needs.

Sincerely,

**Craig Bramley**  
V.P., Sales & Marketing

**Dave Auger**  
National Sales Manager

**Peter Schauster**  
Executive Vice President