



PROTECTIVE INDUSTRIAL PRODUCTS, INC.
BRINGING THE BEST OF THE WORLD TO YOU®

SALES & MARKETING

PRICE LIST UPDATE

EFFECTIVE DATE: NOVEMBER 1, 2019

Over the past 30 days, the office of the United States Trade Representative (USTR) has announced additional tariff increases on products coming from China. Effective September 1, 2019, items on List 4A will be tariffed at an additional 15% rate and items affected in List 3 will be raised by an additional 5% effective October 1, 2019.



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As a result of these trade policy actions, we will be increasing our selling prices on tariff impacted items effective with our November 1, 2019 price list. We believe it is best to provide you with notification of the pending increase now to assist in your inventory & purchase planning. However, before we issue a new price list, it is important that we have adequate time to gather information from our suppliers to determine how we can potentially mitigate these trade impacts.

We expect to provide an updated price list by October 1st. Given this advanced communication, we will not be holding pricing beyond the Nov. 1st implementation date. We understand that these rapid & volatile changes have created significant impacts on our mutual business interests, and we are committed to working aggressively to alleviate as much of the impact as possible.

We appreciate your continued support and patience as we work through these unprecedented global dynamics.

Dan Taft
Director of Pricing Administration

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