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January 8, 2018

To our Valued Partners:

Effective February 12, 2018 Smith-Blair will initiate a list price increase of 5% on all catalog products. It is our first since 2012 even though we have had cost escalations over the last six years. All net price quotes and annual bids will be honored until their expiration dates. Discount quotes will remain at their current levels but will be applied against the new list price.

The new list price will be available on-line at www.smith-blair.com under the **Info Center** section of our website by Friday Jan. 12, 2018 in MS Excel and Adobe PDF format. We will have a downloadable Adobe PDF Price Book available, which can also be printed, prior to the effective date. We do not plan on sending out hard copies of the price schedule.

Your business is greatly appreciated by all of us at Smith-Blair.

Sincerely,

Tom Houston
Sales Manager

