

 **The Ford Meter Box Company, Inc.**

775 Manchester Avenue • P.O. Box 443, Wabash, Indiana U.S.A. 46992-0433
Phone: 260-563-3171 • Fax: 800-826-3487 • Overseas Fax: 260-563-0167 • www.fordmeterbox.com

May 15, 2019

Dear Valued Customer,

In September 2018, Section 301 tariff legislation enacted a 10% tariff on imported ductile iron castings from China. The legislation also included language that would increase the tariffs to 25% in January 2019. The additional tariffs were temporarily postponed while trade negotiations continued. The Ford Meter Box Company has closely monitored this situation and early this morning the tariffs were increased from 10% to 25%. Unfortunately, we are unable to absorb these additional costs and find it necessary to increase the prices on products manufactured in our Pell City, Alabama, facility.

New prices will become effective at the end of business on May 31, 2019. Couplings in Catalog Section M and import restraints in Catalog Section U will see a 12% increase. Stainless steel products, including tapping sleeves and repair clamps, fabricated steel products, and ductile iron saddles, will see a 5% increase. We will handle all increases with a discount change. Prices for all other items will remain unchanged at this time. Please see the enclosed Distributor Discount Sheet for your new discounts.

All orders received after the end of business on May 31, 2019, will be subject to the new prices. Existing quotations for public municipal bids will be honored for the duration of those contracts. All other fixed price quotations will be honored for the duration of the contract except for couplings in Catalog Section M and import restraints in Catalog Section U. Pricing for those items will expire at the end of business on May 31, 2019. In the coming days, we will advise you of any quotations affected by these changes. New quotations may be requested; however, they will be subject to the new prices.

We appreciate your continued support of The Ford Meter Box Company. Please contact your Ford Meter Box® representative with any questions.

Regards,

THE FORD METER BOX COMPANY, INC.



Tom Lower
Vice President &
Senior Manager of Sales and Marketing



Rod Kelsheimer
Inside Sales Manager