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Subject: Discount Change

To our valued customers:

Last year presented many challenges, not the least of which was increased disruption to many supply chains. Dealing with Covid restrictions and safe work practices has created substantial supply shortages of many crucial raw materials driving up the costs. Current and future carbon and stainless steel prices are showing double digit increases along with freight and many other commodities.

In response to these dramatic market changes, effective April 1, 2021 we will implement a two (2) point discount change on all Smith-Blair products. The price change will be enacted by reducing the current discounts. As an example, a current 56% discount (0.44 multiplier) will be changed to 54% (0.46 multiplier). We will honor any current in-house annual pricing until the expiration date. We are making every effort to minimize the cost impact to the market and to give you 60-days' notice to these changes.

Your continued support is greatly appreciated by all of us at Smith-Blair. If you have any questions please contact your local Smith-Blair Territory Sales Manager/Representative or our Customer Service Group.

Best regards,

Tom Houston
VP of Sales & Marketing
Smith-Blair
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