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Distributor Partner,

Like many of you, Greenlee is experiencing the impact of unavoidable tariffs, resulting in significant increases in raw material costs throughout the year. While we are committed to manufacturing in the US, domestic material costs have also increased, which Greenlee has continued to absorb. After careful review of our costs and pricing, we have found it necessary to implement a price adjustment. As we continue to support the construction and MRO markets in the electrical industry, please realize we are only passing on only a portion of these costs, as we recognize we are all in this together.

As a valued business partner, we understand the importance of early communication so you can review your business's needs and planning in advance. Please use this letter as notice of Greenlee's new pricing, effective **November 1st, 2018**. The new pricing will supersede any prior versions of Greenlee's Price List.

You may request your new price list from your sales representative. Our partners are encouraged to review the new pricing changes at the detailed item level as the adjustment will vary by individual products. Please note Canadian pricing may be subject to changes upon fluctuation in the exchange rate.

If you have any questions or concerns regarding this notice, please contact your sales or customer service representative.

We look forward to growing our partnership and planning for a successful 2019.

Paul McAndrew
VP & General Manager – Greenlee

A handwritten signature in black ink that reads "Paul McAndrew".

