

StanleyBlack&Decker

May 28, 2019

Dear Valued Business Partner,

As Tariff 301 continues to impact our industry, we remain committed to providing transparent communication and any pricing updates to our valued customers.

On May 9th, the US Government increased the rate of additional duty from 10% to 25% on List 3 301 Tariff Categories. **As a result, Stanley Black & Decker will increase prices by 3% for the anchoring and fastening business, effective August 1, 2019.** Included in this increase will be DEWALT Engineered by Powers, ELCO, and legacy Powers branded product. It does not include adhesive and epoxy anchors.

We continue to monitor the very fluid situation and negotiations between the US and China Governments. If there is a change in policy or tariff rate, we will adjust pricing updates accordingly.

Additionally, we will adjust pricing on a small selection of anchoring and fastening items to account for inflationary pressures. Despite our supply efficiencies and efforts to cover inflation internally over the last year, **Stanley Black & Decker will increase price an additional 4-7% on a very small percentage of anchoring and fastening SKUs.**

To streamline all pricing impacts to-date, your sales representative will provide an individual price file and connect with you to have an all-inclusive review of any new prices on the impacted items taking effect August 1st. If you do not have a dedicated account representative, please reach out to our Customer Service team at 1-800-524-3244 anytime Monday through Thursday, 8AM – 8PM ET or Friday, 8AM – 5PM ET.

Thank you for your continuous support and commitment to Stanley Black & Decker. We recognize your partnership has expanded our business and continues to enhance the reputation of our brands with end-users throughout the world. We look forward to working with you and ensuring mutual success and growth of our businesses.

Sincerely,



Eric Bernstein
President, US - IC Sales & Marketing
Global Tools & Storage



Maria Ford
Vice President, US – IC Channel Marketing
Global Tools & Storage