

**DWYER INDUSTRIES, INC.**  
**HOUSTON, TEXAS**  
[www.dwyerindustries.com](http://www.dwyerindustries.com)

**JANUARY 10, 2020**

**To our valued customers,**

**In 2019 Dwyer Industries, Inc. worked very hard to not let the 301 10% and 15% (25%) Tariffs overtake us. In early 2019 we followed the industry with a 10% price increase when the first of the 10% tariffs were announced. However, in Mid-2019 when the Additional 15% tariffs were added we did not follow the industry. Just about all our competitors increased their prices by 13% to 15%. We did not follow the industry in this price increase. We wanted to wait and see if the Trump Administration would remove some or all of the tariffs before the end of 2019. As you all know by now, that did not happen. It also appears that these tariffs will remain in place through most of 2020.**

**For this reason, we are forced to increase our prices on February 1, 2020. However, our increases will not be for the full 15% of the Mid – 2019 tariff increase. You will find that our increases only range from 4.5% to as high as 10% on some products. These increases will allow us to maintain our very competitive position in this market.**

**This price increase will affect our Malleable Iron Fittings, Schedule 40 and Schedule 80 Nipples, Swage Nipples and Bull Plugs and Brass Ball Valves.**

**We are not increasing our prices on Merchant Steel Fittings, Merchant Steel and API Line Pipe Couplings, Forged Steel Fittings, Grooved End Nipples, Stainless Steel Ball Valves and Grooved Fittings.**

**These new List Price Sheets will be posted on our website, [www.dwyerindustries.com](http://www.dwyerindustries.com) before the end of today, January 10, 2020. If you have any questions, please do not hesitate to contact us with your questions.**

**We greatly appreciate your business and we look forward to continuing to serve you.**

**Steve Dwyer  
President / CEO**