



**ELKAY  
PLASTICS**  
*The Right Partner for YOUR Success!*

September 27, 2018

Dear Melissa,

In response to tariffs imposed on Chinese imports, Elkay Plastics is raising prices on selected items, effective November 1, 2018.

While tariffs have increased our cost of some products, LK has long prepared for such trade disruptions. As a result, while others are passing costs directly on to their customers, increasing prices by as much as 25%, LK is raising prices by 6% on imports and reducing prices on some domestically made products.

Our continuous refinement of the supply chain allows LK to identify opportunities to minimize the impact of tariffs. Many of our more than 2,500 products remain unaffected, and we are absorbing much of the increased cost ourselves, rather than passing it on to you.

The Elkay advantage starts with global sourcing that lets us quickly adapt to market changes, thanks to the strong relationships and purchasing power we have built over the past 50 years in business.

Your access to Elkay's broad array of in-stock products has not changed. Custom products will continue to be priced by current market conditions at the time of order.

Beginning October 1, you can view the new pricing by logging into your account at [elkayplastics.com](http://elkayplastics.com) and following the "Staged Net Price List" link at the top of the page or by contacting LK Customer Care.

Thank you for recognizing our continued commitment to service, integrity, and innovation as your partners for success.

Sincerely,

Louis Chertkow  
President and CEO  
Elkay® Plastics Co., Inc.