

StanleyBlack&Decker

June 28, 2018

Dear Valued Business Partner,

As part of our commitment to collaborative partnerships, providing timely and transparent communication is of top priority at Stanley Black & Decker. We recognize the market has challenged our industry with significant inflation, price increases and trade implications and may continue to do so more frequently than ever before. As a result, you may experience an increase in communications from our Sales and Customer Service teams as we provide status updates on how our products and pricing strategies are impacted.

On June 15, the Office of the United States Trade Representative (USTR) announced plans to move ahead with Section 301 tariffs impacting products manufactured in China. USTR has published a first list of 818 tariff lines, which is now final. Beginning July 6, the U.S. Customs and Border Protection will collect the tariffs and Stanley Black & Decker pricing will adjust accordingly.

Stanley Black & Decker is subject to a 25% tariff rate that includes, but not limited to, the following product categories:

- Select Mechanics Tools
- Select Air Tools
- Electronic Lasers
- Miter Saw Stands
- Electric Benchtop Planers and Jointers

The United States Trade Representative (USTR) also announced on June 15th, an additional 284 tariff lines, which will go through a further government review process. This notice excludes any impact of the additional 284 lines. Once finalized a separate communication will be issued.

In an effort to streamline all pricing impacts to-date, your sales representative will connect with you to have an all-inclusive review of any new retail and invoice prices on power tools taking effect August 1st and any new retail and invoice prices on hand tools, accessories and storage items taking effect September 1st.

If you do not have a dedicated account representative, please reach out to our **Customer Service team at 1-800-235-2000 anytime Monday through Thursday, 8AM – 8PM ET or Friday, 8AM – 5PM ET**. We assure you that Stanley Black & Decker remains committed to supplying our customers with the highest quality products, brands, and services in the industry. We will continue to focus on innovative products and marketing support that deliver a value proposition end-users rely upon while also achieving the goals of our mutual financial interest.

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,



Josh Cowley
President, US - IC Sales & Marketing
Global Tools & Storage



Eric Bernstein
Vice President, US – IC Marketing
Global Tools & Storage