



December 29, 2017

RE: Price Adjustment effective March 1, 2018

Dear Valued Customer:

To reflect changes in current market conditions, primarily due to changes in our raw material costs, we are announcing limited price adjustments effective March 1, 2018. For the time being, the percentage increases by product category changes are:

SW Strong-Walls®	+15%
WSW Strong-Walls	+10%
Mechanical Anchors	+ 3%

There may be additional changes to harmonize pricing by region.

Our intention is to provide itemized pricing on the affected SKUs by February 1, 2018.

We are asking our customers to maintain reasonable order quantities in the period of time between this notice and the effective date of the increase. Orders placed during this time that are significantly larger than your normal trends will be reviewed and may not be honored at pre-increase pricing.

If you have any questions, please do not hesitate to contact us. As always, thank you for your continued support and best wishes for a prosperous 2018.

Sincerely,

A handwritten signature in blue ink that reads "Aaron Cashion".

**Aaron Cashion** | **≠ Simpson Strong-Tie®**

Sales Manager, Northeast US  
Concrete Construction Products



April 13, 2018

Dear Valued Customer;

In April of 2017, the United States Commerce Department began an investigation on the impact of imported foreign steel and its effect on the US Steel industry. In anticipation of these findings, the cost of steel began to rise significantly late in 2017 to the levels we are currently experiencing after the Administration announced a 25% tariff on imported steel on March 8<sup>th</sup>, 2018. This development has not only dramatically affected pricing in the market but has also put a strain on inventories and steel manufacturers ability to keep up with the increased demand on domestic steel. Due to the uncertainty in the market and the significant increases we have received from our steel suppliers and freight providers, it will be necessary to pass on a portion of these higher costs.

Simpson Strong-Tie will have a price increase on all orders placed on or after June 12<sup>th</sup>, 2018. Approximate percentage increases are outlined below and also include raw material cost related increases to portions of our Concrete Products and Fastener lines.

<b>Connectors &amp; Steel Strong Walls</b>	11 ½ %		
<b>Concrete Products</b>			
Adhesives	7 %	PAT	11 %
Mechanicals	4 %	Carbide Bits	5 %
RPS	6 ½ %		
<b>Fastener Products</b>			
Hot Dipped Galv. Nails	10 %	QuikDrive Tools	3%
Structural Screws	5 %	DSV Screws	3%

**Individual SKU's may vary from these percentages and will be reflected in your net pricing program that will be sent out beginning May 14<sup>th</sup>, 2018**

As in the past, we are asking our customers to maintain reasonable order quantities in advance of the effective date of this increase. Orders placed during this time that are significantly larger than your normal trends will be reviewed and may not be honored at pre-increase pricing.

We recognize that rising costs are difficult to manage and widespread across our industry. Simpson Strong-Tie will continue to seek the most cost effective ways to provide quality products to our customers. We appreciate your business and look forward to continuing to serve you.

Sincerely,

Roger J Dankel  
President, NA Sales