



701 Pleasant View Drive  
Wichita Falls, TX 76308

Date: May 13<sup>th</sup>, 2019

To: Our Valued Customers and Distributors

From: Patrick Powers – President

On Friday, President Donald Trump raised the tariff rate on \$200 billion worth of Chinese imports from 10 percent up to 25 percent. The tariffs have risen in such a manner that PowerSeal will not be able to absorb these increases.

Beginning on June 1<sup>st</sup> 2019, PowerSeal will reduce all discount structures by 4%. This will pertain to all discounts applied to the PowerSeal Pricelist.

If your current discount is 50%, beginning on June 1<sup>st</sup> it will become 46%

List prices from the PowerSeal pricebook/website, full freight allowance and payment terms will not change at this time.

Any and all current quotes will be honored until their expiration dates.

Once again, we would like to thank all of you who rely on PowerSeal for the majority of your waterworks' accessory products. We will continue to strive each day to provide the service every one of you loyal customers deserve.

Please do not hesitate to call any of PowerSeal Sales personnel if you have any questions.

Best regards,

A handwritten signature in blue ink, appearing to read "AP", is written over a horizontal line.

Patrick Powers – President

Cc: Steve Kilcrease – Vice President