

We at Selecta Products, Inc. greatly appreciate your continued business. Selecta works hard each and every day on behalf of our distributor partners to provide the lowest possible price for the products you need. Selecta has thus far been able to absorb supplier cost increases, **and** government regulation costs, for our Selecta Brand line since 2008. It has been 10 years since we have announced a general price change for the Selecta Brand.

Unfortunately we must address extraordinary cost factors (10 years of cost increases, raw material shortages, US Dollar fluctuations, and especially tariffs) that are escalating global costs at unprecedented rates in all areas. We are all captives to this scenario and must adjust our pricing accordingly. In some cases, our suppliers have been required to add a 25% tariff fee to our invoices, in **addition** to their regular annual cost increases. Where possible Selecta has absorbed 10% of the tariff fee, but we may be forced to further adjust tariff affected items if tariff related costs are further increased.

Due to the lapse of time since our last price change announcement, some items have increased by double digits. Many other items, such as our non-fastener packaged product, have only increased 5% since our 2008 schedule. To avoid large jumps on items, going forward Selecta plans to provide an updated Cost Schedule at least once a year.

This letter provides you 30 days' notice that on January 7, 2019 we are publishing new price sheets for our Selecta Fastener line and our Selecta brand of point-of-purchase products. This increase does not include lines such as Duracell, Honeywell, CRC, Chemtronics, etc.

As you all know, the costs of globally produced products are extremely volatile and some industries have reached the point where they must routinely change their quotes based on component costs and government regulations. Selecta understands that this volatility presents a significant challenge to our distributor partners and we are doing everything we can to mitigate it. However, it has reached a point where we are unable to guarantee pricing for long periods of time.

Our last general price change was 10 years ago. Since then, Selecta Products has made every effort to streamline operational efficiencies along with volume price negotiations of purchases to contain costs. We continue to monitor all areas, however we do not see a change in the trends of the various market factors and future price changes due to tariffs may be

imminent.

We have provided a link below to download our price list.

Selecta Products Price List 2019

As always your ongoing support and confidence in our products and people is extremely valued and respected.

Sincerely,

Jim Kenyon

President

Selecta Products Inc.

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