



**Effective August 1st, 2018, S.R.Smith will implement a 5% price increase on all product lines.**

Due to the volatility of steel and aluminum pricing since the first quarter of this year, compounded by the March 23rd tariff on steel imports, and yesterday's news concerning Canada, Europe and Mexico, it is necessary for us to implement a price increase to offset the significant increases in both domestic and imported steel.

We have elected to implement a general price increase on all products **effective August 1st**, rather than at year end due to unprecedented market conditions on steel and aluminum, compounded by inflation on other key commodities such as resins, plastics and lumber.

We believe a general increase will keep the price on key construction products lower rather than a larger increase implemented on select product lines which utilize significant steel and aluminum content such as Rail Goods, Lifeguard Stands, Dive Towers, Starting Blocks, Lifts and Aluminum Diving Boards.

We have worked diligently to keep pricing consistent through the peak season despite commodity increases. While we do not anticipate further increases over the short term, we will continue to closely monitor commodity price conditions.

Thank you for your continued support.

Rich Laitta  
President & CEO  
S.R.Smith, LLC