



CLASSIC BRASS

JAMESTOWN, NEW YORK

Date: April 2, 2018

To: All Classic Brass Customers

From: Chris Creighton

Subject: 2018 Retail Price List

Please accept this memo as our notice of price adjustment effective May 1, 2018. We will distribute .pdf copies of the price list no later than April 8, 2018. We are in the final stages of developing our new format of catalogs and price list. The printed copies of the new 2018 Retail Price List will be distributed in mid-April. The suggested retail prices become effective on all Purchase Orders received on or after **May 1, 2018.**

We have held our retail prices for over two years and due to increased operating expenses have determined that we need to make an adjustment at this time. We are confident you will note our prices remain competitive with suppliers of comparable quality products.

Should you require a Microsoft EXCEL (.xls) file to assist in loading the information in your system, please contact sales@classic-brass.com and we will e-mail the requested files once available. We will post the price list on the DPHA website on or before April 15, 2018.

Price Protection

Should you have jobs/projects in the quotation stage, please contact Lesley to register the project. In order to price protect the project, please note the following information and timelines that will need to be adhered to in order qualify for price protection:

Jobs must be registered in writing by May 1

Projects must be ordered no later than **July 1**

Required delivery no later than **September 30**

Please provide a brief description of the project (collection/finish) and name

Registered jobs must be sent to Lesley prior to date stated above.

New Product Additions

We are in the final stages of tooling for over sixty new pieces of new and exciting cabinet knobs, pulls and four profiles of edge pulls. In addition, we have developed 30+ new door hardware products, including a series of cremone bolts which can be used with mortise, m/p doors and cremone cassette for active cremone rods. We will be sharing details over the coming months with all of our direct customers. The initial reaction we have received from customers has been very positive and we are extremely confident you will thoroughly enjoy our 2018 additions.

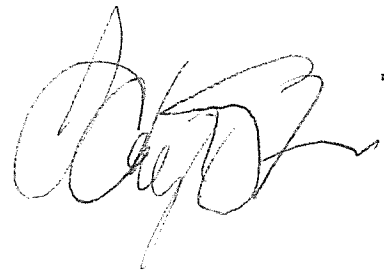
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Discontinued Cabinet Products and Finishes

For the first time in our twenty year plus history we are discontinuing a select group of cabinet products. Effective June 1, 2018 the Sante Fe and Canyon Collections (both bronze) will not be available.

Due to limited demand, we are discontinuing three finishes (AP/WP/NC). These finishes will be available on a special order basis ONLY after June 1, 2018. Please contact our customer service for pricing.

Should you have any questions, please feel free to contact either Tracy, Lesley, Matt or myself.

A handwritten signature in black ink, appearing to be 'C. Lopez', written in a cursive style.