

Hello Friends.

As most of you have heard, it has been a rough year for those of us who manufacture. The Section 232 tariffs on steel and aluminum imports have increased prices on all raw materials, even those made domestically. The prices we actually paid spiked 30 percent - they have settled somewhat since but are still higher than pre-tariff prices. Tariffs on products made outside the US (which we sell as well) were imposed starting October 1st.

We don't believe there will be any changes in the current policies that would make things better or worse. The economy is doing well and there isn't political fallout for adding tariffs.

We will be exhibiting at BrauBeviale in Nuremberg November 13th - 15th. Please stop by to see us in Stand 5/417.

Thanks, Mark & staff

Book recommendations:

Fiction: <u>A Gentleman in Moscow</u> by Amor Towles Nonfiction: <u>We Fed an Island: The True Story of Rebuilding Puerto Rico, One Meal at a Time</u> by Jose Andres

Quote: "When a man tells you that he got rich through hard work, ask him: 'Whose?'" – Don Marquis

New Products for October 2018

NUTS

NUTS, STEMS, & WASHERS



SKU	A (Threads)	B (Width)	Material
1075	BSPP 3/8-19	0.75" 19.1 mm	Nickel-Plated Brass

STEMS

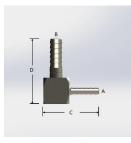
NUTS, STEMS, & WASHERS



SKU	A (Barb)	B (Length)	Material
3411	5/16" 8.71 mm	0.99" 7. mm	303 Stainless Steel

WELDED BARB ELBOWS

WELDED BARB ELBOWS



SKU	Price	A (Barb)	B (Barb)	C (Length)	D (Height)
7573	\$1.81	1/8" 4.0 mm	1/4" 7.24 mm	1.21" 30.7 mm	1.41" 35.8 mm

QUICK DISCONNECT - BARBED - STRAIGHT

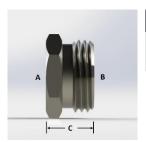
QUICK DISCONNECT ADAPTERS



SKU	A (Tube)	B (Barb)	C (Length)	Material
7595	1/4" (0.250")	3/8"	1.68"	303 & 304
	6.4 mm	9.9 mm	42.7 mm	Stainless Steel

NPT REDUCING BUSHINGS

ADAPTERS - STRAIGHT



SKU	A (Thread)	B (Thread)	C (Length)	Material
9022	3/8" Female NPT	3/4" Male Garden Hose	0.70" 17.8 mm	303 Stainless Steel

OETIKER PINCERS

OETIKER CLAMPS



SKU	Description
1098	Standard Jaw Pincers (not Knipex but a good quality replica)
1099 - I	Side Jaw Pincers (not Knipex but a good quality replica)