

January 2, 2020

Dear SKF Lubrication, Lincoln and ORSCO partner,

Effective April 1, 2020, SKF will implement a price increase for the [SKF Lubrication](#), Lincoln, Mityvac and ORSCO brands. The average increase will be one percent. The new list prices are available on [lbusupport.com](#). Download instructions are below.

SKF continuously seeks ways to lower the financial impact on customers. Unfortunately, increases in material costs, medical costs and employees outpace these savings, and we need to recover these additional costs to remain competitive.

Some of you have experienced mandated price increases due to the trade situation between the U.S. and China. These tariff increases are unrelated to this one percent average increase. We will begin to remove any tariff pricing once an agreement has been reached.

As we have done in the past, orders for reasonable quantities placed prior to April 1st for immediate delivery will be billed at the current price. Orders placed for delivery on or after April 1st will be billed at the new 2020 prices.

We appreciate your loyalty and look forward to continuing our successful partnership in 2020 and beyond. Our goal is to deliver the best and most innovative products available while maintaining the quality and service that our customers expect.

If you have questions, please contact your local sales or customer service representative.

Best regards,

Susan L. Petersen

Susan L. Petersen
Vice President, Sales – North America

How to access the new price list online:

The new price list is available on Lincoln's website. Use these instructions to view and download the price files.

- Go to www.lincolnindustrial.com.
- From the home page, scroll down until you see the link titled "*Members Area*".
- Click the link and enter your UserID (your email address) and the password. If you do not remember your password, use the "*Forgot Password*" link.
- If you have any questions, contact Web Support via [email—websupport@lincolnindustrial.com](mailto:email-websupport@lincolnindustrial.com).
- Go to the main menu option on the left reading "*Price Info*".
- Lincoln, Mityvac, Orsco pricing is available now
- SKF Lubrication will be available February, 1

You will be able to choose from the following options:

- **Download PDF files of the price lists**
- **Download an Excel file of list prices**
- **Request a special net price file in Microsoft Excel format**