



October 3, 2022

Please see the attached spreadsheet for pricing effective January 3, 2023. As you know the manufacturing sector has been hit with unprecedented cost increases in every aspect of our business. Our last increase was implemented taking into consideration the significant labor increases we had incurred. We left increases on material and other costs that impact our business neutral, with the expectation that costing would return to a more normal level. Costing has not returned to a more normal level and has continued to increase each month. We can no longer absorb those increases and have no choice but to implement the attached pricing. We do not take this increase lightly, especially in some areas where the costs have risen to levels so high, that we considered discontinuing those products rather than pass those increases along.

Please note that this pricing is effective for any requested delivery dates after January 3, 2023. Any orders which are beyond current lead times or in excess of normal usage, can be refused.

If you have any questions or concerns, please feel free to contact me directly at 262-898-5924 or jhorner@aetools.com

Best Regards,

Jason Horner

Vice President, Sales

A&E Tools

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