

January 4, 2023

Dear Valued Business Partner,

On behalf of Stanley Black & Decker, we would like to thank you for your continuous support and dedication to our organization during this challenging time. We remain committed to growing the business together with our distribution partners and are focused on improvements in delivery and continued investments in innovation to deliver world class new products.

As part of our commitment to collaborative partnerships, we write to provide notice of upcoming changes. As we continue to monitor ocean container freight rates, we will be removing the current surcharge effective April 4th, 2023. As many organizations have come through global supply chain issues and invested in inventory positions, this 90-day window is to allow us to offset our current inventory position, which is weighted by higher freight rates.

This remains a challenging and dynamic environment, in which we continue to balance numerous inputs in the cost to serve the business. Historical inflationary pressure impacting overall manufacturing costs inclusive of labor rates, warehousing cost, and pockets of commodity inflation, continue to pressure the business. Accordingly, we are announcing a 5.5% weighted price increase, effective April 4, 2023.

Our Outdoor Business segment pricing will be addressed in the spring as part of the annual quoting rhythms for this business. However, we are announcing an increase on select outdoor products including some gas powered SKUs to be effective April 4, 2023, due to a recent key supplier input increase.

Your sales representative will be walking you through sku-level detail for impacted products and will provide updates to products subject to our Minimum Advertised Price Policy (MAPP) as applicable.

We recognize your partnership has expanded our business and continues to enhance the reputation of our brands with consumers throughout the world. We look forward to working with you and ensuring mutual success and growth of our businesses.

Sincerely,



Frank Mannarino  
President Tools, N.A. Region  
Stanley Black & Decker