



*setting the trends
since 1893™*

3100 Broadway Ave. SW
Grandville, MI 49418

Tel: (616) 247-4000
Fax: (616) 247-4060

December, 6, 2016

Dear Valued Customer,

Belwith Products has led the decorative hardware industry in design, craftsmanship, and innovation since 1893. Quality and industry leading customer service is more than our tradition; it is our promise!

It is also our goal to manage our costs to ensure the most stable pricing possible. Over the past 12 months, market-driven cost increases in labor and inflation are forcing us to implement a 3.9% average price adjustment for our Hickory Cabinet Hardware. These prices will go into effect on March 6, 2017. There will be no change to our Keeler Cabinet or First Watch pricing, at this time.

As part of this process, we have refreshed our Internet Minimum Advertised Price Policy (IMAPP), see attached. Finally, Belwith has conducted a market-based pricing analysis item by item. The detail of this approach ensures that the adjustment will not negatively affect the ability to remain competitively positioned in the marketplace. Enclosed you will find a CD containing a PDF of our 2017 Hickory Hardware MSRP price lists in printable format, along with an excel file with your discount structure pricing.

Your business is very important to us. This change in pricing enables us to continue our mission of providing the absolute best products and services to you. Should you have any questions, you may direct inquiries to our Sales Support department at 800-235-9484, or to your Belwith Sales Representative. We wish you the very best for 2017 and beyond.

Sincerely,

Regenia Robb

Regenia Robb
Manager Customer Service
Belwith Products, LLC
3100 Broadway Ave SW
Grandville, MI 49418
Phone: 616-295-4847