



October 31, 2019

**Re: 2020 Price Lists Effective December 01, 2019**

This bulletin is accompanied by API Delevan 2020 Price Lists for standard catalog product. Pricing is effective with all new purchase orders received at API Delevan beginning 12:01 AM, December 01, 2019. Please note that there will be no exceptions or grace periods extended beyond this date.

Price changes arise naturally with progression through individual product life cycles and changing production volumes. Increasing factory capacity with additional labor, as well as the imposed tariffs on raw materials, have also factored into price adjustment considerations.

The price files sent today will allow sufficient time for your system integrations, and for your customer notifications. All API Delevan Authorized Distributors will be allowed to make one last time at previously published prices prior to December 01, 2019. For catalogue items with a lead time greater than 60 days, the last time buy quantity will not exceed 10% of the 2019 purchase volume by part number.

Feel free to contact me, or any of the API Delevan Sales Team with any questions. I would also encourage you to circulate this information within your organization as appropriate.

Thank you for your ongoing efforts and continued support and promotion of the API Delevan product portfolio.

Sincerely,

*Mia Broderick*

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