

To Valued Jason Industrial Hose and Coupling Distributors:

2015 was challenging and indicators for 2016 are mixed for the Industrial Hose and Coupling market.

At Jason Industrial, we want to help you meet those challenges and be your supplier of choice for Industrial hose and couplings. We offer a complete line of rubber and thermoplastic Industrial hose to meet your demanding needs.

In 2015, we rolled out a new combined product catalog with 25 new products, which can be accessed on the "Catalogs" page of our website: www.jasonindustrial.com

We continue to expand our offering and address our service levels to support you.

In order to make it easier for you to work with us, accumulate order values, and minimize freight expense, we are adjusting our freight rates for hose and coupling products.

Effective January 25, 2016, our prepaid freight policy for single point shipments in the continental United States will be \$3,000.

For orders placed via our B2B system, the prepaid amount will be \$2,500.

In addition, we are raising the online discount to 3%.

Coupling only orders will remain at \$1,500 for prepaid freight.

Priority shipping requests will not be prepaid. Method of shipment will be the most economical to Jason Industrial. Certain products do not lend themselves to ship long distances and we reserve the right to deny prepaid shipment of some items. Twenty footers, 6 inch diameter and above, are subject to this.

Please ask your District Sales Manager or our knowledgeable inside sales staff about other programs available to support your needs.

Thank you for you time and most of all, thank you for your business.



Roy L. Pyle
Vice President