

Confidential

Memo to: Strategic Vendors
From: Guru Bandekar

Dear Sir or Madam,

We hope that you are safe and in good health. In light of the rapidly changing economic environment, Stanley Black & Decker, Inc. and its affiliates in Europe with whom you may have a direct business relationship are taking a renewed look at our supplier partnerships – with the continued goal of building a world class product portfolio, at competitive prices. We are in a strong position as we take necessary actions to ensure our business and supply partners thrive into the future.

Consistent with the decrease in commodity prices worldwide, we are adjusting the prices we pay for certain commodities to match recent market trends. Therefore, effective May 1, 2020 we will make a **12%** reduction to our latest price on all goods, services and transportation that your organization provides to SBD, in addition to a **12%** rebate related to all Q1 2020 purchases.

We trust you will take this as an opportunity to strengthen our existing partnership by helping us unlock value for our customers. A stronger partnership going forward may include the opportunity for priority consideration for volume reallocation, early access to new product development, and indexed agreements for risk sharing. We request that you respond to our request at your earliest convenience, if at all possible before the 14th of April 2020.

If you have any questions or concerns related to this request, please contact Jessica Beard at 860-371-8558.

Sincerely,



Chief Procurement Officer
Stanley Black & Decker, Inc.

-
- I accept the terms of the above proposal and look forward to creating a stronger partnership with Stanley Black & Decker.
 - I reject the above proposal but am willing to offer a _____% price reduction for the next **X** months, and a _____% rebate on Q1 2020 volumes.

Signature

Name and Role

Date