

RWM

Casters

Spring Newsletter

May 2019



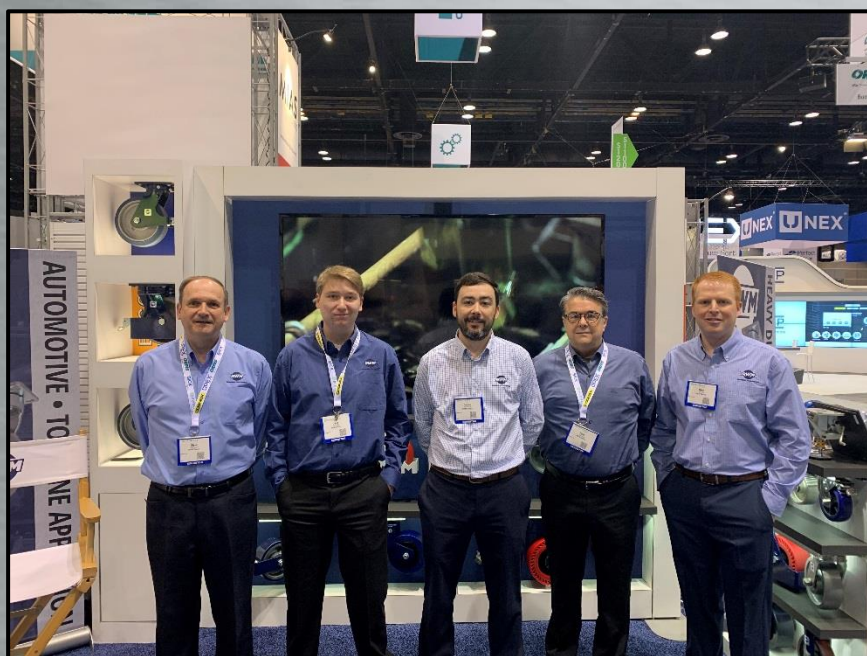
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RWM's Spring Recap

Spring is nearly over, and it's been a busy one at RWM! We just recently wrapped up our prime tradeshow season and have fantastic momentum moving into the remainder of the year. Tariffs are the buzz word of the season it seems, so we'll dive into the particulars of the most recent changes and how they affect our industry. Fortunately, RWM's Original Industry leading Kingpinless caster manufacturing is right here in the U.S.A. where it has always been! In the last segment we go over some recent product releases and product highlights.

- Spring Tradeshow Wrap Up
- American Style Casters
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- HT Nylon Wheels
- New ESD Wheels
- New CargoMax Gold

Tradeshows Season Wrap Up



RWM has finished up another successful tradeshow season for Spring 2019. During one of the largest shows of the year, ProMat, we discussed with current and prospective customers to solve the most demanding application questions with our highly trained sales and support team. If you visited us at any of our shows this year we greatly appreciate you taking the time to do so.

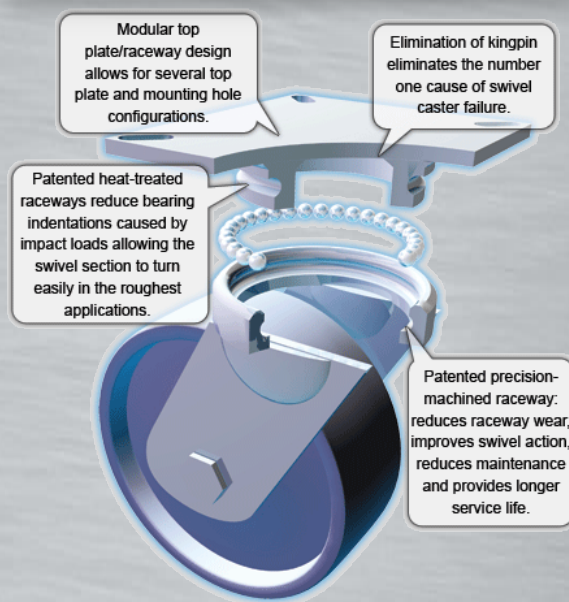
Inventor of the “American Style” Caster



RWM Casters is the original inventor and market leader of the Kingpinless caster, which is now copied worldwide. Known today overseas as the American style caster.

Our original patented design, having never been improved upon by others, is the recognized best solution for demanding and abusive applications. Don't purchase an inferior knock off, contact RWM Casters for the proven winning solution.

[Check out the Kingpinless Casters Page here!](#)



Tariff Update



If you've watched the news lately, chances are you are already well aware of the latest increase on Tariffs for \$200 Billion in Chinese goods from 10% up to 25% now. Tariffs are a tax on imports typically charged as a percentage of the transaction price that a buyer pays. In the case of casters, this means any imported component or product now has an additional 25% surcharge on it which is collected by U.S. customs and border protection at the port of entry. This simply means any business importing products included in this list of \$200 billion must now pay an additional 15% more (Was 10%, is now 25%) than was formerly paid just one month ago in order to land these products in the U.S.

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Tariff Update Continued

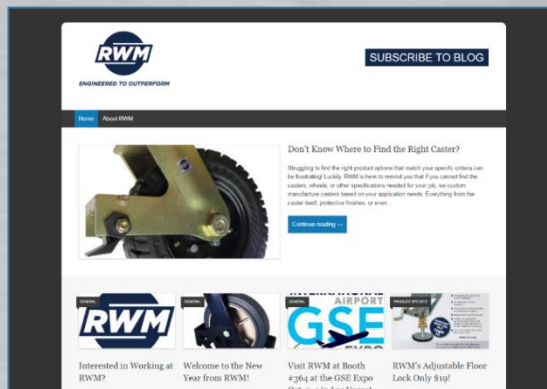
So what's different about the latest increase?

The initial 10% tariff was levied on products being received into port effective that day and moving forward. This had an immediate effect on goods coming in which would then work through inventory and make its way to consumers. The latest changes, however, are effective on goods shipped from overseas after May 10th. This means that before any changes actually affect consumers the products will need to make the journey to the states, be received, have the tariffs paid, and then be put into inventory by the receiving company. That could range from several weeks to several months before this additional 15% will hit the bottom line for the caster industry depending on how much inventory is on hand of existing products and when products were most recently shipped from overseas. That's good news for you as that means these changes will not immediately take effect as they have previously and there are several weeks, or even months, to prepare for the impact.

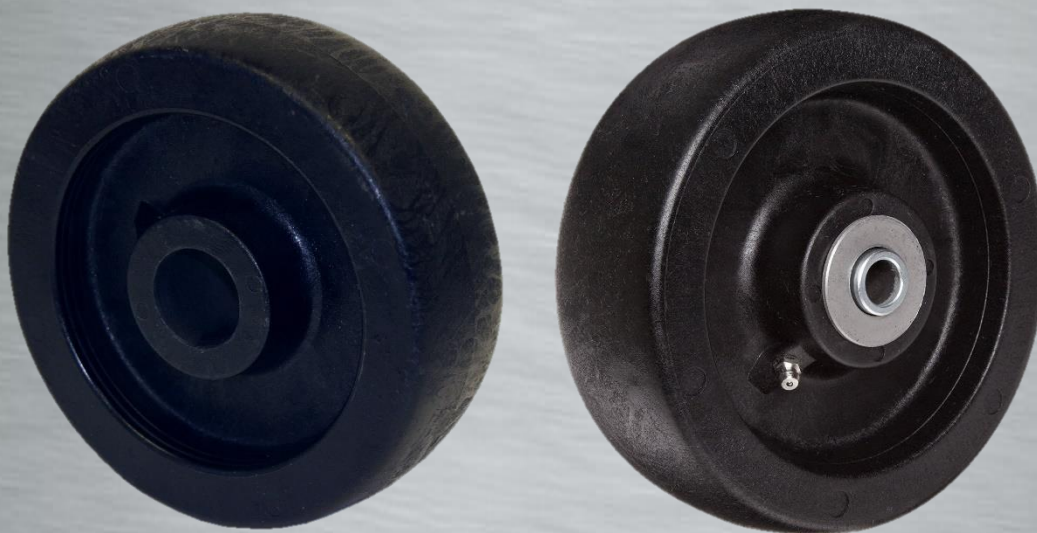
RWM is not passing any Tariff increases until they actually hit inventory for sale. If you are already receiving increases from industry suppliers, you may want to have them take a second look.

Don't Forget to Follow Our Blog!

RWM Caster's blog has recently been updated with new publications and major events that take place within the company. It has been incorporated into our main website and is now easier to navigate, subscribe, and follow. Each post contains photographs and links to PDFs or pages with the newest content. Follow our blog at <http://www.rwmcasters.com/blog/>



HT Nylon Wheels



Do you constantly have to replace wheels because they can't stand the heat of your oven or survive daily wash-downs? RWM has recently improved our blend of materials to offer improved performance at higher temperatures. RWM offers High Temperature Nylon Wheels manufactured with a premium blend of materials to resist temperatures of 475°F with intermittent spikes as high as 550°F. These industrial wheels are highly resistant to everything from water and cleaning solutions, to cooking oils, acids, and salt. Ideal for bakeries and food processing facilities where a high quality wheel can help eliminate maintenance downtime and reduce total cost of ownership.

[Check out the HT Nylon Page here!](#)

Be sure to follow us on social media to stay up to date with RWM news!



New ESD Rubber Wheels & CargoMax Gold



If you need a way to transport goods that require protection from electrical currents then look no further. RWM's ESD (Electrostatic Dissipative) wheels are perfect for jobs that need to move any type of good that may be subject to electrical damage such as circuit boards or computer chips. This is due to the ESD wheels ability to take in electrical buildup that is produced while rolling and safely release it through a facility's flooring. This ensures the safety of sensitive products.



RWM's latest addition to a line of the highest quality air cargo casters on the market comes with the introduction of the CargoMax Gold made specifically for the most demanding air cargo applications. These casters are manufactured with the highest impact resistance in the industry so they can take the daily punishment which occurs on sorting decks. The CargoMax Gold has a fully integrated foot guard to ensure maximum safety and productivity for employees and comes standard with a gold type II plated finish for superior longevity. Now in stock at RWM.

[Check out the ESD Rubber Page here!](#)



[Check out the CargoMax Gold Page here!](#)

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