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**Date: September 21, 2018**

**RE: Important Tariff Announcement**

Dear Valued Customer,

Effective September 24<sup>th</sup>, the United States will impose a 10% tariff on approximately \$200 billion of Chinese Imports with a potential second increase of an additional 15% on January 1<sup>st</sup>, 2019. These new tariffs force us to raise our selling prices along with some miscellaneous raw material increases. Our team is working with our manufacturing partners to ensure our supply chain is minimally impacted and sourcing items from other countries where possible. We will distribute a new price list as soon as possible.

**CHINA ORIGIN PRODUCT CATEGORIES:**

- UNSUPPORTED LATEX & NITRILE GLOVES
- COWHIDE, PIGSKIN DRIVERS GLOVES (including insulated models)
- COWHIDE, PIGSKIN LEATHER PALM GLOVES (including insulated models)
- COWHIDE WELDERS GLOVES
- CAN LINERS
- PVC APRONS & SLEEVES
- POLYETHYLENE APRONS, SLEEVES & SHOE COVERS
- POLYPROPYLENE BOUFFANT CAPS, HOODS & APRONS
- PAPER STRAWS

Unfortunately, these increases cannot be absorbed and we understand the short notice is difficult for everyone. Please contact your Sales Representative at The Safety Zone for more information at 1-800-821-5702.

To see a full list of impacted items from List 3, please click on the following link:  
<https://ustr.gov/sites/default/files/enforcement/301Investigations/Tariff%20List-09.17.18.pdf>

Thank you for your business!

Sincerely,

Eric Helsel  
General Manager  
The Safety Zone