

2615 Boeing Way tel. 800 367-3626 or 209 982-1400 custservice@dorfman-pacific.com  
Stockton, CA 95206 fax. 866 247-4624 or 209 982-1596 www.dorfman-pacific.com

December 7, 2018

Re: Tariff Notice – New Prices

Dear Valued Customer,

In light of the international trade / tariff developments, I want to provide an update regarding Dorfman Pacific product pricing.

In October, I communicated several things regarding tariffs and Dorfman Pacific product pricing:

- Dorfman Pacific would absorb the incremental tariffs (+10%, imposed September 24) temporarily through the end of 2018.
- Likewise, we would honor prices on existing orders shipping before the end of 2018.
- Incremental tariffs were scheduled to move to 25% at the beginning of 2019 and we would adjust our prices to accommodate the added tariff cost.

We also communicated that if the additional tariffs are removed, we would adjust our prices accordingly.

While the United States and China have agreed to a 90-day negotiation and review period on the imposition of significant additional tariffs, the 10% tariff remains in place. At this time, we are reducing our projected price increases, commensurate with the real short-term tariff impact. Our average price increase will be revised to roughly 10%.

At the end of the 90-day negotiation and review period, or if there are new developments in the meantime, we stand ready to adjust our prices appropriately. If you have any questions regarding this information, please contact your sales representative or our customer service team at:

Email: [dpagreements@dorfman-pacific.com](mailto:dpagreements@dorfman-pacific.com)  
Phone: 800-367-3626 (M-F, 6:30am-5:30pm PST)

As always, we appreciate your business.

Sincerely,  
Mike Binnie  
President and CEO, Dorfman Pacific

