



May 31, 2019

To Our Valued Customers,

First and foremost thank you for your business. We greatly value our relationship with you and appreciate the trust you've put in us to be your partner in "Building a Better Brand".

The purpose of this letter is to address the latest tariffs on imports which were authorized by the current administration under section 301. On May 10, 2019 products that previously were subject to a 10% tariff were increased to a 25% tariff. To mitigate the 15% increase in tariffs we are absorbing 5% or more on the affected items and our new pricing will become effective on July 1, 2019. The range of our products being impacted by these tariffs and the accompanying tariff amount are reflected in the attached Excel file. You can download your new price file on June 3, 2019. Our new distributor and trade pricing will be available on IDW and Trade Service on July 1, 2019.

Given that additional tariffs are being considered by the federal government, should more of our products be affected we will provide a list at that time with the accompanying tariffs.

Thank you for your loyalty and continued support.

Sincerely,

The L.H. Dottie Management Team