



October 31, 2018

Dear Valued T&S Customers,

I am writing to inform you of an upcoming change to the price of T&S products.

At our South Carolina manufacturing headquarters, T&S works diligently to control our material costs, manufacturing procedures and other processes that impact our product pricing. We work to ensure you, our customers, receive a reliable, durable, quality product along with exceptional customer service before, during and after the sale.

On September 24, 2018, The United States Government introduced a 10 % tariff on many goods imported to the U.S. from China, and this amount is slated to increase to 25 % beginning January 1, 2019. Due to these recent U.S. tariffs, our vendors have informed T&S of significant price increases in ranges of 4-12%. Vendors are working with T&S to control the costs, but the amounts are substantial and cannot be fully absorbed. To offset some of the tariffs' impact, **T&S will implement a 4 % price increase, effective January 1, 2019.**

T&S remains committed to offering you the highest quality products for the fairest price. We are monitoring the developing situation with The U.S. Government and its economic effect to provide you with the best service possible, and we will continue to communicate with you in an open and timely way.

We appreciate your business and support.

Eva-Marie Fox
Vice President Marketing

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