

October 9, 2018

Dear Customer,

I would like to take this opportunity to thank you for your business. We take great pride in providing you with time and attendance products to help you meet the needs of your customers. We strive to create high value products at competitive prices, and provide exceptional service and support.

Please visit the dealer section of our website at [www.acroprint.com](http://www.acroprint.com) to view the most current price list. Effective January 1, 2019 this list will include new items as well as price changes on select products in 3 categories: Electronic Time Recorders, Data Collection Terminals, and Document Stamps.

On September 17, 2018, the United States government announced additional tariffs on over \$200 billion worth of goods manufactured in China which includes data collection terminals, data processing products, electronic time recorders, and many other electronic devices. These tariffs went into effect on September 24, 2018. Some of our products are imported from China and will be affected by an initial tariff of 10%. On January 1, 2019, the tariff will increase to 25%.

We are unable to absorb the full impact of this tariff, and we will increase our selling price on select items by 5%.

There will also be a price increase affecting our Document Stamps, which are proudly produced in the USA. Investments in engineering and tooling, along with increased costs for materials (metal, switches, motors and circuit board components) have resulted in quality improvements and cost increases. We cannot absorb the full amount of these changes; therefore we will adjust prices by approximately 5% next year.

The changes are summarized below:

Category	Price Increase	Effective Date	Reason
Electronic Time Recorders	4-6%	1.1.2019	Tariff
Data Collection Terminals (sold with and without software)	4-6%	1.1.2019	Tariff
Document Stamps	4-6%	1.1.2019	Engineering and Production Costs

The price changes for these products will be changed across all channels. List prices will also adjust accordingly. Every effort is being made to reduce costs and minimize the effects of this change so we may continue to provide you with the very best quality products at the best possible value.

We thank you for your understanding, and thank you for your support of Acroprint products.

Best Regards,

Mike Valchar  
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*Manufacturers & World-Wide Distributors of Attendance & Job Cost Recorders, Time Card Racks, Time Cards & Ribbons*

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