



Dear Customers,

RE: Changes to US Government Import Duty and Tariffs

There has been a considerable amount of press and news coverage about the recent \$200 billion worth of products affected by the change in trade tariffs. This revision is affecting a substantial number of American companies and the bags & cases you purchase from Solo are included. The import duty on our category of goods has been raised on Sept 24th by 10% and therefore will be implementing a new pricing structure to reflect these adjustments. However, we will also be updating the recommended retail price to protect your margin and ensure parity is maintained.

This updated pricing, initiates on October 15th 2018 and concerns nearly all currently available products in our bag and case category, however some tablet cases are currently exempt from the change. Even though we find these changes unfortunate, they are necessary in order for us to comply with government rules and to continue to provide the current high standards of products and services.

You can be assured we are working diligently to provide solutions that lessen the impact of these mandated changes. I hope to bring you more news on this in the near future however in the meantime we value your understanding and support to these amendments.

We will be contacting you shortly with updated pricing information, in the meantime if you have any questions please contact your regular Solo representative who will be happy to assist.

Your cooperation in this matter is greatly appreciated.

Sincerely

Nicholas Byrne

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Vice President Sales