



September 28, 2018

Enclosed with this note, you will find 2 stickers that we ask you to put on the front of your 2018 Aptations' Price Book. I wish that I could send you something that was more fun and profitable for us both!!

As you are undoubtedly aware, new 10% tariffs went into effect as of Monday, September 24<sup>th</sup>, on over 1,300 products including the beautiful mirrors that you get from Aptations. We have been watching as these proposed tariffs went through the approval process and after much analysis, we have decided to take the following steps:

1. We have decided to absorb a portion of the tariffs as an on-going cost of doing business, however, we are not able to absorb it all.
2. We will be adding a \$6.25 per mirror surcharge to all orders received between October 15, 2018 and February 1, 2019.
3. We will be issuing new Price Books in January 2019 that will become effective Feb 1, 2019 that will take into consideration both the 25% tariff as well as the additional operating costs we anticipate.
4. We continue to be hopeful that the tariffs will be rolled back and that we will all be able to continue the ongoing economic growth that we've experienced in the past few years.

I think it is also important for you to understand that we have been paying duties on our Aptations' mirrors since the mid-1980's when the company was founded. Depending on the size of the mirror, there has been a 6.97% - 8.27% duty paid on all of our mirrors, with the exception of the ClearMirrors, which are made in Minnesota. These new tariffs are in addition to the duties that we have already been paying for the past 30+ years.

If you have questions, please let us know. I look forward to sending you something that is more fun and profitable for us all!

Best regards,

**Christy Winter**

Q.O.A.I.S.