



July 16th, 2018

Dear Valued Customer:

As many of you are aware, the Trump administration imposed a 25% tariff on a list of Chinese produced goods effective July 6th 2018.

Effective August 1st, this will impact all tariff applicable shipments to your company, and will require a reconfirmation of all corresponding orders and planned schedules.

To that end, we are asking for you to review the attached list and confirm back to us no later than Friday July 27th with your signed acknowledgment of the impacted parts and revised pricing.

Power and Signal Group, in conjunction with our parent Arrow Electronics is doing everything possible to limit this unexpected impact to our customers and industry. These include, but are not limited to:

- Supplier negotiations to limit the Tariff pass through. We have been successful in reducing the impact to a range of 17% to the full 25%
- Adjusting current purchase orders to accommodate multiple ship-to locations into Mexico and/or Canada to avoid the Tariff
- Requesting alternate manufacturing locations (i.e. Europe or Mexico) when available
- Crossing suggestions to non-tariff applicable parts

We appreciate your patience in this unrepresented time in our markets.

Sincerely,

Mark DiGiampietro, General Sales Manager – North America
Power and Signal Group, an Arrow Company

Customer Acknowledgement

_____ - Signature

_____ - Company

_____ - Name

_____ - Title

_____ - Date