



July 10, 2018

Subject: United States Trade Representative, Section 301, Trade Act of 1974

Dear valued customer,

The impact of [U.S. Trade Representative Section 301](#) continues to evolve. Arrow will continue to work with customers and suppliers to make this a transparent transaction, preventing confusion as much as possible. As a result, **we will not be passing tariff increases to customers until August 1, 2018**. Until then, Arrow will assume responsibility for any assessed tariffs on the [original list of 818 products](#) where China has been identified as the country of origin.

Meanwhile, we also will continue our efforts to engage industry trade organizations and our supplies in implementing the changes with minimal disruption to supply chain. Additionally, we continue to advocate for a reduced number of products identified on the [second list](#) that is currently under review. If you would like to be a part of that discussion, please share your feedback on www.regulations.gov.

Despite these challenging times, I want to assure you of Arrow's commitment to your exceptional customer experience. Your sales representatives will be in touch soon to provide you with a preliminary list of products that we expect will be impacted by tariffs imposed by U.S. Trade Representative Section 301. While these lists will be subject to change as country of origin is identified by our manufacturers, we will continue updating you on the impact as clearly as possible.

We appreciate your continued support as we navigate these unprecedented changes in our industry.

Sincerely,

John Drabik
President
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