



May 14th, 2019

Dear Valued Customer,

We would like to thank you for your support during 2019. We are committed to providing our channel partners the highest quality products, service and most importantly industry leading innovation.

The U.S. government has announced their intention to move forward with the next round of tariffs. Several First Aid categories have been impacted by the Section 301 Tariff increases. These changes are considered beyond the “ordinary” course of business and simply cannot be absorbed. Below is the list of categories affected by the new tariffs.

Section 301 Trade Act - Tariff increases in effect 9/24/2018 and 5/10/2019				
Category	List	New Tariff Date in effect	HTS Subheading	COO
Petroleum jelly	#3	9/24/18, 5/10/19	3304.99.10	CN
Castile soap bars	#3	9/24/18, 5/10/19	3401.11.10	CN
Metal Forceps	#3	9/24/18, 5/10/19	8203.20.20	CN
Wire racks for Spill Response Station and First Aid Pods	#3	9/24/18, 5/10/19	9403.20.00	CN
Ponchos in kits	#3	9/24/18, 5/10/19	3926.20.60	CN
Cotton Tip Applicators	#3	9/24/18, 5/10/19	5601.21.00	CN
Instant Cold Packs Urea	#3	9/24/18, 5/10/19	3102.10.00	CN
BZK Antiseptic Wipes	#3	9/24/18, 5/10/19	4818.20.00	CN
Alcohol Pads; Sting Relief Pads	#3	9/24/18, 5/10/19	5601.21.00	CN
Shampoos Emergency Kits	#3	9/24/18, 5/10/19	3305.10.00	CN
Sacks and Bags for the conveyance or packing of goods, of plastics	#3	9/24/18, 5/10/19	3923.21.00	CN
First Aid Pod Containers	#3	9/24/18, 5/10/19	3923.50.00	CN
Travel, sports and similar bags with outer surface of MMF textile materials	#3	9/24/18, 5/10/19	4202.92.31	CN
Bags, cases and similar containers with outer surface of textile materials, not of MMF	#3	9/24/18, 5/10/19	4202.92.93	CN
Duct Tape	#3	9/24/18, 5/10/19	5906.10.00	CN
Fire Resistant Pouch	#3	9/24/18, 5/10/19	7019.90.10	CN
Aluminum Rescue Blanket	#3	9/24/18, 5/10/19	7019.90.50	CN
Shave Gel	#3	9/24/18, 5/10/19	3307.10.10	CN
Steel cabinets and cases	#3	9/24/18, 5/10/19	7326.90.86	CN
Plastic cabinet and cases	#3	9/24/18, 5/10/19	3923.10.90	CN
Fabric bags	#3	9/24/18, 5/10/19	4202.92.91	CN





Price increases will go into effect for all customers on July 1st, 2019. Pricing on first aid kits impacted by the tariffs will increase by 3.9%, and refills by 10.35%.

All increases are solely to cover the increase due to the trade tariffs. There will not be any offsetting allowances.

We value your long-standing partnership in today's uncertain environment. We will keep you updated if the tariff situation changes.

Please contact your Rep Director with any questions. Thank you for your continued support.

Sincerely,

A handwritten signature in blue ink, appearing to read "Brian Olschan".

Brian Olschan
President and Chief Operating Officer

