



September 24, 2018

Dear Valued Customer,

Effective today, the federal government has placed a tariff of 10% on a wide variety of flooring products imported to the U.S. from China, with an additional increase to 25% effective January 1, 2019 unless a new trade agreement is reached in the meantime.

In response to the imposition of the tariff, so as to eliminate the impact to you and your customers, Virginia Hardwood will absorb the initial tariff and will not pass through any price increase on flooring sales invoiced and shipped on or before December 28<sup>th</sup>, 2018. We will address the January 1, 2019 tariff at a later date when more definitive information becomes available so as to continue to be as fair as possible.

Here's to a prosperous un-interrupted selling season.

Sincerely,

Mike Ferrari

**Office & Warehouse Locations :**

Azusa      ●      Ventura      ●      Las Vegas      ●      Arizona