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August 1, 2018

Dear Valued Customer,

Since July 6, products we sell made in China are being assessed a 25% tariff due to new U.S. government regulations. Unfortunately, Servoflo is unable to absorb these extraordinary charges.

In response to these tariffs, you will not see a change in your unit price. However, we will have to add a separate line item to affected invoices for tariffs. This tariff charge is not something Servoflo wants to do to our customers. Unfortunately, the fees are too large for us to absorb. This fee will only occur when a tariff is put on a shipment to us. We will not charge tariffs randomly.

Our customers buy products from Servoflo originating in a variety of countries. Currently, tariffs are being assessed by the U.S. government on electronic components originating from China.

As trade negotiations continue between the U.S. and China, we are hopeful that this is a temporary situation. We will continue to provide updates as we get more information. Servoflo has reached out to our local Congressional delegation and we hope you will join your voice to ours. We will continue to provide you with updates as we get more information.

Please feel free to contact us with any questions.

We thank you and value your business. We look forward to continuing our work together.

Best regards,

David Ezekiel