

November 30, 2018

Dear Valued Customer:

Section 301 tariffs of 10% imposed on September 24, 2018 on goods and materials imported from China necessitate that we increase prices by 8% on certain Hoffmaster products.

These affected products include items from the following lines: Bake Cups, Tulip and Lotus Cups, Coasters, Doilies, Paper Straws, and Bagasse Containers.

As your partner, we will continue to absorb the tariffs through December 31, 2018. All orders for immediate shipment acknowledged on or before that date will be invoiced at current prices. On January 1, 2019 the 8% price increase will go into effect for new orders of the affected products.

Please find your updated price file attached.

Thank you for your continued support of Hoffmaster.

Sincerely,



Jim Johnson
Vice President of Sales
Hoffmaster Foodservice Division