



September 16, 2019

Dear Valued Customer:

Due to the recent announcement to increase China tariffs by 15%, Libbey is applying a 6.0% price increase on affected items effective December 1, 2019. All orders shipped after December 1, 2019, will go at the higher price.

This price increase replaces the previously announced surcharge that was to be effective September 30, 2019. The change from a surcharge to a price increase was in response to customer feedback that a price increase would be preferred over a surcharge.

While the tariff increase is 15%, the Libbey team has worked diligently with our supply network to offset a portion of the tariffs. These collaborative negotiations have generated positive results, reducing the needed increase to 6%.

Libbey will continue to monitor the political trade negotiations, as there is discussion of further tariff changes. Libbey will remain informed; and in turn, will continue to advise our valued customers as early as possible of any additional changes.

These decisions are never easy; and are not taken lightly. Our focus is to always provide the best total value including trend-right product, high-quality performance, and reliable service at the best possible price.

Regards,

Joe Huhn
Libbey Glass, Inc.
Vice President and General Manager, United States and Canada