



September 26, 2018

Re: Tariffs

Dear Valued Partners:

On September 18, 2018, the Office of the United States Trade Representation (USTR) released the third list (List 3 Final) of approximately \$200 billion worth of imports from China that will be subject to additional tariffs. The implementation schedule is as follows:

- September 24, 2018 – Customs and Border Protection will begin to collect the 10% additional duties on all corrugated materials coming into the USA.

We have done our best to assist during this time. In doing so, we elected to absorb a portion of this tariff.

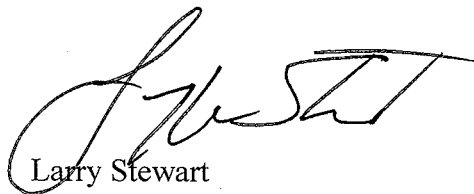
Effective as of September 26th, all containers orders will be subject to 7% tariff arriving in USA.

As of November 1st, all warehouse orders will be subject to 7% tariff.

We will continue to follow the impact of potential future tariffs and do our best to keep all customers informed about timelines, specific cost and overall impact should these tariffs be enacted at some point in the future.

Thank you for your continued business, we look forward to continuing to serve you.

Sincerely Yours,



Larry Stewart

Pres. Whalen Packaging