

July 1, 2019

To: Our Valued Customers

Re: ASSA ABLOY Architectural Hardware and Accessories Groups Tariff Surcharge

While we had hoped the additional 15% tariff increase on select Chinese goods would be short lived, and potentially repealed during the G20 Summit, it did not come to fruition.

In the past several weeks we have been working diligently with our suppliers and have been able to mitigate some of the financial impact, but we were unable to fully offset the costs.

Effective August 1st 2019 a 3% tariff surcharge will be placed on closer products from Corbin Russwin, Norton, SARGENT and Yale Commercial. A 3% tariff surcharge will also be placed on Markar, McKinney, Pemko, and Rockwood product lines. Impacted products ordered through Flashship will also be subject to the surcharge. Projects quoted prior to August 1st will not be subject to the tariff surcharge.

Due to the rapidly changing environment, we feel a surcharge is the only viable method to respond quickly to an evolving tariff situation with as little impact to our customers as possible. If the opportunity to rescind all or part of this surcharge, as government policy changes, we will gladly do so. We will continue to monitor the tariff situation and will only take further action if warranted.

Thank you for your continued support and partnership.

Sincerely,



Bill Grambo
President, Access and Egress Hardware
Accessories



Doug Thompson
President, Architectural Door