



Date: September 18, 2018

To: Elara Sales Representatives

From: Dan Grinberg

Copy: Darci Rodriguez
Cici Estevez

Re: Official Tariff Announcement

Last evening, the administration announced that the next round of proposed retaliatory tariffs on \$200 billion worth of Chinese-made goods will take effect on September 24, 2018.

The initial tariff will be **10%**, increasing to **25%** on January 1, 2019.

Some changes were made to the original tariff list. Here is what this means for Elara:

Excluded from this round*

- **Vinyl gloves** – medical and industrial grades
- **Nitrile gloves** – medical grade only
- **Plastic gloves** – including HDPE, LPDPE, CPE and Hybrid Gloves
- **Poly bibs**
- **Table covers**

**If the trade war continues to escalate, these items could be tariffed in a future round.*

Still on the tariff list

- **Nitrile gloves** – industrial grade
- **All poly bags**
- **All poly aprons**
- **Salt and napkins** in cutlery kits, but not the cutlery

We will be in touch with you shortly to review price changes for your specific accounts. In the meantime, please contact me or Darci if you have any questions.

Thank you for your continued support of Elara.

Dan Grinberg
President, Elara Brands LLC

Elara Brands

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