



June 27, 2018

**Subject:** United States Trade Representative, Section 301, Trade Act of 1974

Dear valued customer,

On June 15, [U.S. Trade Representative Section 301 passed](#), confirming additional tariffs on certain products imported from China. The list includes 818 product lines (identified by HTS codes) of China origin that will be impacted with a 25 percent tariff increase when brought into the U.S., beginning July 6, 2018. A second list of 284 products also is under review and, by fall 2018, U.S. Trade Representative will issue a final determination on products from this list that will be subject to additional duties.

We recognize the impact these tariffs have across the industry. We are working with industry trade organizations and our supplier partners to implement the changes while minimizing disruption within the supply chain. Additionally, we are advocating for a reduced number of products identified on the second list that is currently under review.

Tariff increases on the original 818 products will be effective July 6, 2018. Arrow is collaborating with impacted suppliers to understand how they will pass along these new tariffs, and we expect that most will pass them along at 100%. Arrow will pass along the tariff increases beginning on the effective date.

We will provide additional details on Monday, July 2, 2018.

We appreciate your continued support as we navigate these unprecedented changes in our industry.

Sincerely,

**John Drabik**  
President  
Americas Components

9201 East Dry Creek Road  
Centennial, Colorado 80112

P 303 824 4000

arrow.com  
FiveYearsOut.com



July 3, 2018

**Subject:** United States Trade Representative, Section 301, Trade Act of 1974

Dear valued customer,

I want to share an update on Arrow's continued work related to the [recently announced](#) United States Trade Representative Section 301 China tariff changes and their impact on our business and industry.

Since my letter dated June 27, 2018, the Arrow team has been working directly with our supplier community to understand their plans for handling the new tariffs. Currently, we are compiling our supplier data to guide our short- and long-term solutions.

Very soon, **we intend to provide you with a list of impacted parts specific to your business with Arrow.** Our sales team will partner with you to help you make informed decisions on how to manage the impacted parts you purchase from Arrow. Please stay tuned in the coming weeks for new information as it becomes available.

Again, I appreciate your continued support as we navigate these unprecedented changes in our industry.

Sincerely,

**John Drabik**  
President  
Americas Components



## The Specialist in Electronic Component Distribution

June 26, 2018

Re: Section 301 Import Tariffs

Dear Valued Customer,

With the Administration's passage of the Section 301 tariffs on products made in China, efforts continue to be made by industry associations and individual businesses like that of TTI for component-level devices to be removed from the list due to the impact on American businesses. Additionally, please be aware that a second list of components identified by the Office of United States Trade Representative will undergo further public notice and comment, including a public hearing. This process is expected to be completed by fall 2018.

What we know today is that all components produced in China and included in Section 301 will be subject to the new tariffs effective July 6. For the purpose of clarification, components manufactured in Taiwan and Hong Kong are not considered within the scope of Section 301, therefore are not subject to the additional tariff.

As of this communication we are just beginning to receive formal notification from our suppliers as to how they intend to pass through the new tariffs. We do expect all suppliers to pass through the tariff and anticipate that 100% of the additional tariff will be passed through.

Since many suppliers produce components in multiple countries it is not known until time of receipt/shipment if the Country of Origin on the components being shipped will be that of China. For this reason our salespeople will not always know the Country of Origin at time of order placement. Because of the magnitude of the tariffs if the Country of Origin on the components being shipped to your company is China, TTI will have to begin passing through these tariffs on the effective date.

We will continue to communicate with you as circumstances warrant further updates.

7/5/18

To Our Valued Customers,

On July 6<sup>th</sup>, per the US Trade Representative Section 301, a 25% tariff will be imposed on specific products manufactured in China entering into the United States. The list included 818 product lines identified by HTS codes. ([Click here](#) to review List 1.)

Heilind has been working with our suppliers and industry organizations to petition for exclusions of various products that are affected. To this point, we have not been successful in our petitions and are waiting for final determination on the second list of 284 products also being considered for additional tariffs. This second list is still under review with public comment being solicited. ([Click here](#) to review List 2) Public comment on list 2 is due by July 23.

Heilind is working diligently with our suppliers to understand their various approaches and the impact on specific franchised products sourced directly out of China. To provide you an adjustment period during this challenging situation, Heilind will not pass on any Section 301 tariff charges until further notice, and will absorb these costs during this period of time. Once this date is determined, we are not planning to raise prices at the part number level but rather, create a separate line item for the tariff charge. The exception would be for parts where suppliers have chosen to increase the piece part price, in which case we will have no choice but to pass these increases along. We believe keeping the tariff charge on its own line reduces the supply chain impact and is the least disruptive option from a systematic, accounting and process perspective.

As always, Heilind's first priority is to work in partnership with our customers to provide outstanding customer service in all matters. In this situation, Heilind can assist by providing a preliminary list of parts believed to be affected by the tariffs based on your specific history of purchases. However, this initial list cannot be considered final pending updated details from our suppliers which is still in process. Please work with your local representatives to review your specific parts and how to best manage your supply chain going forward.

Our primary objective is to minimize supply chain disruption and provide you with the most accurate information that will enable you to manage your business moving forward under these newly defined rules. Heilind values our partnership and thanks you for entrusting us with your business. We will continue to provide updates as the situation develops.

If you would like to submit a comment, you can do so at [www.regulations.gov](http://www.regulations.gov).

For more details, please go to the link below.

<https://ustr.gov/about-us/policy-offices/press-office/press-releases/2018/june/ustr-issues-tariffs-chinese-products>

Sincerely,

Heilind Electronics