



DAYTON[®]
SUPERIOR

September 24, 2018

Reference: Tariffs on Chinese Import Products

Dear Valued Customer:

Early last week the Trump Administration announced their intention to enact a 10% tariff on \$200B worth of products imported to the U.S.A. from China, effective September 24.

In accordance with the announcement, Dayton Superior will impose a 10% increase on impacted products to offset the tariff cost, effective immediately. This increase supersedes the previous increase announced in our letter to you dated August 31, 2018.

Dayton Superior remains primarily a U.S.A. manufacturer of products used within the concrete construction industry, with a minimal number of SKUs imported from our China supplier partners. For a listing of specific products affected by the tariff, please contact your Dayton Superior sales representative.

Also important to note, per the Office of the United States Trade Representative's tariff announcement found here: <https://ustr.gov/about-us/policy-offices/press-office/press-releases/2018/september/ustr-finalizes-tariffs-200>, an additional 15% tariff is expected to be added to the current 10% tariff beginning January 1, 2019.

Because we are committed to continually and closely monitoring this situation and the effect on customers, Dayton Superior is establishing a web page dedicated to information on the tariff. Once live, updated information may be found on our website at: www.daytonsuperior.com/tariff. In the meantime, please direct your questions to your Dayton Superior sales representative. Thank you for your continued understanding as we work through this together.

Kind Regards,

Peter J. Viens
President and Chief Operating Officer