

**Gastonia, NC – August 1, 2019** – The United States government started levying tariffs on September 24<sup>th</sup>, 2018, and unfortunately, many of the products that we offer have been impacted. The tariffs tax billions of dollars of imported Chinese goods and current tensions still threaten additional increases up to 25%. We have worked hard to insulate our customers from these increases over the past year by absorbing the initial impact of the tariffs and spent many hours determining the best possible response to protect our customers, our employees and our company.

While the imposed tariffs have been levied across all categories of products that we offer, we have decided to limit the price increase to minimize the impact on our customers. We've determined the most effective way to maintain the quality of the products that we offer and the quality of our customers' experiences is to implement a surcharge of 10% on all decorative drapery hardware products including the AriA<sup>®</sup> Metal Hardware, Finestra<sup>®</sup> Wood Hardware, Finestra<sup>®</sup> Custom Decorative Hardware, The Finial Company<sup>™</sup> and Paris Texas Hardware<sup>™</sup> brands.

We are implementing the government mandated tariff increase as a surcharge to be transparent about the percentage increase related to our products and to give us the flexibility to adjust the price increase as we continue to negotiate with our suppliers to reduce the impact. In parallel, Rowley is reviewing our current supply chain structure and will implement mitigating actions as quickly as possible.

In our commitment to minimize the impact on your business, we are absorbing as much of the tariff increases, ranging from 10% to 25%, as we can. The surcharge price increase of 10% on list price will be effective September 1<sup>st</sup>, 2019. Rowley will honor existing prices up until that date.

### About Rowley

Rowley Company is a leading manufacturer and international distributor of home décor products that incorporate value-added services and solutions designed for our professional trade and retail partners. Since 1962, Rowley has supported interior designers, drapery and upholstery workrooms and installers with the tools and supplies they need to grow their businesses. Our vast portfolio offers over 15,000 products available for same day delivery and are used worldwide in window covering design, fabrication and installation, quilting and upholstery. To learn more, visit [www.RowleyCompany.com](http://www.RowleyCompany.com).



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