



## Update on the Tariff Situation

Dear Midwest Customers,

One of the many consequences of the tariff situation has been, and continues to be, a huge disruption in the supply chain. This is a very fluid situation and changes on a weekly basis. While the full scope and timing of these changes remain unclear, we are closely monitoring the situation.

### Key Points You Need to Know:

1. **Product Availability:** Some of our Advance private label products will be substituted with the identical Unipack/Dukal Value Brand version at the same price as the Advance item.
2. **Proactive Inventory Management:** To help mitigate potential disruptions, we are actively bringing in extra inventory of impacted products to ensure continued availability.
3. **Price Adjustments:** Any price increases will be directly tied to tariffs passed through to us by our suppliers. We will only adjust prices on products that are affected by these changes.
4. **Sales Team Support:** We are updating our sales team on the specific items affected by tariffs. They are prepared to advise you on how to manage any potential price increases and provide guidance on alternatives if available.
5. **Alternative Options:** If we identify alternative products to help offset price increases, we will share those options with you.

Please rest assured that we are taking proactive steps to minimize any disruptions and maintain competitive pricing. We will continue to keep you updated as more information becomes available.

If you have any questions or need clarification on specific products, don't hesitate to reach out.

Thank you for your understanding and continued partnership.

Sincerely,

The Midwest Dental Team