

Xante's Statement Concerning new Tariffs in 2018

Potential Price Increase May Result On Xante Consumables From New Tariffs

July 18, 2018

Dear Xante' Customer:

With the United States Federal Government's passage of Section 301, many products made in China are subject to new tariffs. Industry associations and companies like Xante' are making efforts toward removing or reducing the new 25% tariff on printer consumables and supplies.

What we know today is that all printer supply components produced in China are subject to Section 301 effective July 6th, 2018. For clarification, components manufactured in Taiwan and Hong Kong are not considered within the scope of Section 301 and therefore not subject to the additional tariffs.

We are beginning to receive formal notification from our suppliers as to how they intend to pass through the costs of these new tariffs. We do expect all printer manufacturers and distributors to be impacted.

The implementation of any potential new price increases will be determined in the coming weeks. However, there are still many unanswered questions. For this reason Xante' will not begin accessing any additional cost to our customers as a result of these new tariffs. We have made this decision to give our customers more time to prepare and help us to understand the details fully. Xante' will begin immediately absorbing any assessed tariffs due on products imported from China to shield our customers from incurring any additional cost on shipments from us until September 1, 2018. At that time we will be in communication with you as to any financial impact and increased costs on our products and supplies.

The following are key points related to Section 301 Import Tariffs, as we know today:

1. The tariffs were imposed on July 6 on the importation of various components made in China. Products manufactured in Taiwan and Hong Kong are not subject to these new tariffs.
2. Xante' will NOT implement any immediate additional cost to our customers from these new tariffs of July 6, but will absorb these new costs until September 1, 2018. At that time we will communicate the financial impact to our customers.
3. We expect all the Chinese suppliers to pass through these tariffs to the manufacturers (including Xante') and distributors.

We are working diligently with our suppliers to compile a list of the affected products. As soon as that task is complete, we will share the details with our customers.

The situation is fluid and we will continue to communicate with you as circumstances warrant further updates.

Sincerely,



Robert C. Ross Jr
President / CEO
Xante' Corporation



FOR IMMEDIATE RELEASE

September 25, 2018

XANTE' PROUD TO BE HONORED WITH "THREE RED HOT" AWARDS AT PRINT 18

- *Xante' En/Press cited for Digital Presses*
- *Xante' X-32 cited for Wide-Format Digital Printing*
- *Xante' iQueue 13 cited for Workflow Automation*

MOBILE, AL – Three new Xante' products have been recognized as some of the most innovative technologies being presented at PRINT18. The inaugural "Red Hot Technologies" awards represent the most significant products this year for commercial print providers attending PRINT18. "Receiving three Red Hot Technologies awards is amazing. The hard work and creativity of our designers is paying off," said Robert Ross, President and CEO of Xante'.

The three award recipients are the En/Press Digital Multimedia Press, the X-32 Industrial Production UV Printer, and the latest generation of Xante's iQueue Workflow Software. "There are definitely more to come. We never stop improving. We are so proud to be recognized," said Ross.

The En/Press Digital Multimedia Press has been widely accepted by customers as a complete "print shop in a box" since its introduction in late 2017. Printing #10 envelopes at up to 4,000 per hour at 4800 dpi resolution and effortlessly handling media sizes up to 13" x 49.6" and up to 18-point thick, the En/Press is a true workhorse for print providers.

The X-32 Industrial Production UV Printer is the UV printing solution that easily fits into any print provider's shop and budget. With its 36" x 24" flatbed and open design, the X-32 easily accommodates almost any sized object. The X-32's innovative design also accepts objects up to 11.6" tall.

Powering these Xante' award-winners is the equally innovative iQueue Workflow Software which now includes full CASS™ address validation and USPS presorting for complete mail preparation within a single application. With the new iQueue, customers can quickly go from mailing list and envelope design, to a completely verified, sorted, and printed in sort order run without ever leaving iQueue.

These award-winning products can be seen in the Xante' booth, #3524, at PRINT18 in Chicago from September 30 through October 2, 2018 and at E. Thomas Brett's showroom in Horsham, PA.

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About E. Thomas Brett Business Machines, Inc.

E. Thomas Brett markets and locally supports Xante innovative specialty printing systems as an authorized Dealer and Service Center for commercial and in-plant printer operations including: the new En/Press Digital Multimedia Press, the market-leading Impressia Digital Multimedia Press, the Heavyweight Champion Digital Press, the Excelagraphix 4800 Digital Package Printer, and the new X-32 Industrial Production UV Printer. All Xante' print systems are powered by iQueue Workflow Software. Visit us at www.etbrett.com or 440 Horsham Road, Horsham, PA 19044. Contact us at 215-674-4114 or brett@etbrett for an software application demonstration and quote.