



Dear Partner:

Zebra continues to closely monitor government policy as it relates to tariffs with China. In the most recent announcement, the United States government imposed new tariffs on certain goods imported from China that are either sold or shipped to the U.S. These tariffs will be ten percent (10%) commencing on September 1, 2019. **As a result, Zebra will raise prices on the following products effective September 16, 2019:**

- **List prices on all Printers (including RFID) will be increased by 2.5%**
- **List prices for Mobile Computers in the following families and sub-families will be increased by 5%**
 - ET50X and ET55X Tablet, both Windows and Android OS
 - ET51X and ET56X Windows OS Tablets (WIN in Product Sub Family)
 - MC33 and MC33XXG and MC33XXR Mobile Computers
 - MC18XX, MC67XX and MC67-KIT KAT
 - PS20XX Personal Shoppers
 - TC20XX, TC25XX, TC51XX, TC52XX, TC56XX, TC57XX, TC72X, TC75X, TC77X, TC80XX
 - VC80XX, VC80XX-ADR and VC83XX Vehicle Mount Mobile Computers
 - WT60XX Wearable Computers
 - RS40XX, RS5000-WT6, RS5000-WT41 and RS60XX Ring Scanners
 - M60 (formerly Xplore) Mobile Computers
 - SmartDEX Solutions
- **List prices for legacy Mobile Computers in the following families and sub-families will be increased by 10%**
 - MC21XX, MC32XX, MC32XXG, MC55AX, MC55X0 and MC92NX
 - WT41N0 Wearable Computers
 - VC70XX and VH10 Vehicle Mount Mobile Computers
- **There are no list price changes to any of the following products or services:**
 - MC93XXG Mobile Computers
 - TC83XX Touch Computers
 - Tablets in the B10, Bobcat, D10, F5M, L10, R12 or XC6 families
 - ET51X and ET56X Android OS Tablets (DROID in Product Sub Family)
 - RS419 or RS50X Ring Scanners
 - SB1 Smart Badge Wearable Devices
 - WAP 4 Mobile Computers
 - Zebra OneCare or Services
 - Barcode Scanners and Data Capture
 - Fixed RFID Readers
 - Aftermarket Parts
 - Accessories (changes were communicated separately per earlier tariff increases)
 - Software
 - Printing Supplies
 - Location Solutions
 - Any product or services not specifically noted above in this notification

Price Concessions

- All new price concession approvals must reflect the higher list prices slated to take effect on September 16, 2019, or the price concession must expire no later than September 16, 2019.
- All price concessions approved after September 16, 2019 must reflect the higher list price.
- If the sale is on an active price concession, Zebra will honor the pricing to the distributor. If the price concession is expiring and products are not shipped prior to September 16, 2019 due to Zebra supply chain issues, the partner or Zebra representative should request a price concession extension for the impacted products.
- Zebra will honor all previously approved price concessions.

Resources

Refer to the [FAQ](#) and information posted on [Partner Gateway](#).

Questions

Please contact your Channel Account Manager or distributor with any questions.

We will continue to monitor these developments closely and provide any additional updates as required. Thank you for your on-going support and commitment to Zebra.



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