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February 24, 2025

Tariff Update

Dear Valued Customer,

Thank you for choosing the Ex-El Group as your trusted partner. We sincerely appreciate your continued support and remain committed to providing you with products and exceptional service. We want to inform you of an important change affecting pricing. A recent Presidential Executive Order has imposed a 20% tariff on all goods from China, as well as a 25% tariff on imports from Canada and Mexico, which are in effect as of March 4, 2025. As a result, our Manufacturers will face increased costs for imported products and materials.

Given the quick nature of these developments, there is not enough information at this time to determine whether the tariff will be clearly identified on invoices as a separate line item or be passed on from Manufacturers as increased cost. To account for these rising costs, we will have to monitor the Suppliers and pass along any increases. Each Manufacturer and Supplier will be passing along the tariffs at different times, so some charges may be received after the order has shipped. We will notify you as early as possible about any tariff fees.

We understand the impact these changes may have on your operations, and we are actively working to minimize the effects wherever possible. However, unforeseen cost fluctuations may still arise as these tariffs influence the broader supply chain and the availability of raw materials across North America. We will continue to monitor this situation.

We highly value our partnership with you and are committed to delivering the best possible value. We appreciate your business and your continued trust in us.

If you have any questions or concerns, please do not hesitate to reach out.

Sincerely,

A handwritten signature in blue ink that reads "Kristine Battaglia".

Kristine Battaglia
President
Ex-El Group



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