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Dear Partners and Customers,

I wanted to reach out to you regarding challenges we are all facing due to the latest increase in U.S. tariffs on global imports. These changes have caused component and finished good cost increases ranging from 10% to 147% depending on the country of origin. Fortunately, our status as a USMCA manufacturer in Mexico and the USA allows free trade for a significant portion of our portfolio, however, some of the components used to manufacture our products are seeing the effects of tariffs, thus increasing our costs. Given the rapidly changing and uncertain nature of the tariff negotiations, we will be adding a surcharge to all affected products. If tariffs go up or down, we will adjust the surcharges accordingly. Please see Note A below for the ***Tariff Surcharge*** by SpotSee manufacturing location and ship-to location. These surcharges are effective immediately.

Shipping Direct from Mexico

Most international customers will be able to ship directly from Mexico or the UK depending on the product line, which will mitigate the impact of most reciprocal tariffs (i.e. China tariffs on USA imports). Mexico has free trade agreements with over 50 countries (Note B below), which should help customers and partners mitigate the effects of retaliatory tariffs. **To support shipping from Mexico, we are adding infrastructure that includes additional space, people and systems, as a result, *all shipments direct from Mexico will incur a 2.5% surcharge.* If you are interested, please reach out to your regional manager.**

Price Increase

Over the past twelve months, **producer price indices (PPI) and consumer price indices (CPI) have increased anywhere from 2.4% to 7.9%, depending on the manufacturing location of the SpotSee facility.** As a result, we will be increasing all prices by 2.5% for all orders placed after May 1, 2025.

In order to avoid increases, we suggest that you place orders before May 11, 2025.

Please see below for an explanation of these changes. We value your partnership and appreciate your understanding as we aim to provide the most cost-effective solution to these sweeping tariff changes. If you have any

questions or concerns, including special competitive pricing arrangements, please reach out to your regional manager or our customer service team.

Sincerely,



Tony Fonk
CEO
SpotSee

Note A: Pricing Changes by Product

International Distributors and Customers:

- Inflation Price Increase of 2.5% for ALL Products
- SpotSee Surcharge in addition to Price Increase
 - Reversible Indicators 1.3%
 - Liquid Crystal Inks 0.7%

Please contact customer service if you have questions about specific SKUs

Note B: Additional Information: Mexico Free Trade Agreements

Mexico has an extensive network of free trade agreements (FTAs) with various countries around the world:

- **Comprehensive & Progressive Agreement for Trans-Pacific Partnership (CPTPP)**- Canada, Australia, New Zealand, Brunei, Chile, Peru, Japan, Malaysia, Singapore, Vietnam.
- **European Union (EU) - Mexico Free Trade Agreement**
- **UK-Mexico Trade Continuity Agreement (TCA)**. This agreement came into force on June 1, 2021. The TCA ensures that preferential tariffs and other trade benefits continue to apply between the two countries, maintaining the trade relationship that existed when the UK was part of the European Union.
- **European Free Trade Association (EFTA)**- with Iceland, Liechtenstein, Norway, and Switzerland.
- **Japan-Mexico Economic Partnership Agreement.**
- **Israel-Mexico Free Trade Agreement**
- **Pacific Alliance**- with Chile, Colombia, and Peru.
- **Latin American Integration Association (LAIA)** - with Argentina, Bolivia, Brazil, Chile, Colombia, Cuba, Ecuador, Paraguay, Peru, Uruguay, and Venezuela

Seaports in Mexico



SpotSee, 5000 Quorum Drive, Suite 550
Dallas, TX, 75254, United States, 800-393-7920