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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. Recent tariffs 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 the note below for the **Tariff Surcharge** by SpotSee manufacturing location and ship-to location. These surcharges are effective immediately.

We value your partnership and appreciate your understanding as we aim to lessen the financial burden of these tariff changes. If you have any questions or concerns, **please reach out to one of our sales managers or our customer service team.**

Sincerely,

A handwritten signature in black ink, appearing to read "Tony Fonk".

Tony Fonk
CEO
SpotSee

Note: Pricing Changes by Product

USA Distributors and Customers:

- SpotBot Products
 - 17.2% Tariff Surcharge
- Reversible Indicators

- 1.3% Tariff Surcharge
- Thermochromic Inks, Powders, and Slurries
 - 4.4% Tariff Surcharge
- Liquid Crystal Inks
 - 0.7% Tariff Surcharge
- Irreversible Indicators Manufactured in the UK
 - 4.4%
- Irreversible Indicators Manufactured in Mexico
 - **No Tariff Surcharge**

Please contact customer service if you have questions about specific SKUs



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