

inventronics

April 14, 2025

Dear Valued Customer,

Due to the recent events regarding tariffs, Inventronics has temporarily halted our products imported from China and directing customers to order goods built in Mexico. We will resume importation from China as soon as the tariff situation has been normalized.

Inventronics is in a unique position to adjust to tariff changes with Mexico production capability, a sizeable inventory of China-built drivers in our Oklahoma City warehouse, and utilization of our distributor's Free Trade Zone for Canadian customers. With Inventronics' global footprint, we have manufacturing options in various regions to mitigate tariff risk for US customers.

We therefore encourage you to discuss with your sales representative options to source Inventronics product made in Mexico. Additionally, you are invited to meet with our executive team at LightFair in May to explore solutions that best meet your long-term requirements.

As published by the White House on April 2, 2025 and on April 9, President Trump is implementing an additional 125% reciprocal tariff on imports from China. This will increase the tariff on Inventronics products manufactured in China from 45% to 170% effective April 9, 2025.

For our product manufactured in China the tariff situation remains highly fluid. As of now, our program for addressing these tariffs has been revised as per below:

- Inventronics will absorb a portion of the tariff and will pass along 127% for product manufactured in China.
- Effective April 9, all new orders will be subject to a 127% tariff adder.
- Existing orders previously placed with Inventronics with confirmed due dates of May 9 or earlier, will be invoiced with the previous lower tariff adder when shipped.
- Existing orders previously placed with Inventronics with confirmed due dates of May 10 or later, will be invoiced with a 127% tariff adder when shipped.

Note that implementation of these tariff adders has not affected our sales prices and that our pricing remains unchanged. We will continue to monitor the situation and keep you posted of any changes.

Sincerely,



Jeff McClendon
North American Sales Director

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