

**March 28, 2025**

Dear LMI Customers,

We've been closely monitoring the discussion regarding US tariffs on Canadian manufactured goods. As of today, a 25% tariff is still planned to go into effect on **April 2nd, 2025**. If this happens as planned, I would like to reiterate LMI's plan relative to these new taxes, just so you are not caught unaware.

**IMPORTER OF RECORD:** If **your company** is ordering directly from LMI Canada and acting as your own importer into the USA, you will be charged a full 25% on all Canadian manufactured goods by **US Customs**.

For most of our US customers, **LMI acts as the importer of record** and we ship to you via our 3PL partner. If your company is currently ordering from LMI's US subsidiary, this is the case for you. For orders processed under this condition, LMI will add a **20% tariff surcharge** to the invoice (and future sales order confirmations) for all Canadian-made products and repairs. This surcharge will appear as an additional line item on your invoice.

**PRODUCTS SUBJECT TO TARIFFS:** Not all LMI products are made in Canada. Although giving a complete list is difficult, the following items are currently NOT subject to additional US tariffs:

- GoMax / GoMax Orin
- All standard-length cordsets
- Gocator 5504, 4010, 4011, 4020 and 4021 models

Currently, ALL of our laser-based products, snapshot 3D, and custom length cordsets are manufactured in Canada.

**IMPLEMENTATION:** The required surcharge will be added immediately to all orders which have not yet been fulfilled.

I appreciate your patience and loyalty as we work through this most difficult situation. We hope that it will be short-lived and we can resume normal business operations in the near future.

Thank you for your continued business.

Sincerely,



Len Chamberlain  
Chief Commercial Officer  
LMI Technologies