



**Subject: Update on Additional Tariffs for Products from China, Mexico, and Canada**

Date: March 13, 2025

Dear Valued Customer,

We hope this letter finds you well. As a trusted distributor of electronic and electromechanical components, Marsh Electronics is committed to keeping you informed about the ever changing tariffs being imposed via Executive Order of the President of the United States and how they may affect your business.

Due to recent changes in tariffs on products imported from China, Mexico, and Canada, we want to assure you that we are taking proactive steps to manage these impacts effectively. Our goal is to minimize any disruptions and continue providing you with the high-quality products and services you expect from us.

1. **Cost Management:** We are working closely with our suppliers to negotiate better terms and explore alternative sourcing options to keep costs as low as possible
2. **Inventory Optimization:** We are strategically managing inventory to ensure product availability while mitigating tariff-related cost increases. Tariff-affected inventory is categorized by arrival date to delay added costs. Marsh will monitor stock levels and notify customers when pricing changes take effect, with some adjustments applied immediately in invoiced resale.
3. **Transparent Communication:** Marsh will keep you informed of any significant changes in pricing or product availability resulting from tariff adjustments or effective date changes.
4. **Customer Support:** Our customer support team is available to address any concerns or questions you may have regarding these changes. Please do not hesitate to reach out to your Marsh inside or outside sales contact.

As tariffs take effect, Marsh Electronics intends to pass on all tariff-related adjustments to the invoiced resale price of affected components and assemblies. As we evaluate our inventory, we may identify impacted components immediately and will notify you accordingly. We appreciate your understanding and continued partnership during this time. Our commitment to your success remains our top priority, and we will do everything possible to support your business needs.

Thank you for your trust and loyalty.

Best Regards,

James S. Banovich

CEO, Marsh Electronics, Inc.