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April 2, 2025

Dear Valued Customer,

We hope this message finds you well. We want to update you on an important change that may affect your future orders with Hager Companies.

Due to recent shifts in international trade tariffs, which impact both the United States and its trade partners, we face higher costs for raw materials and finished goods. We have worked diligently to minimize these changes' effects and sought alternative solutions in our sourcing and manufacturing processes to absorb the impact. However, given the scale of the changes, we can no longer absorb these costs alone.

As a result, we will be implementing a tariff surcharge effective April 21, 2025. The surcharges will be as follows:

- Hager Commercial Products: 4.5%
- Hager Residential Products: 13.9%

Please note that this surcharge will apply to all orders placed on or after April 21, 2025, including quoted project orders. Additionally, we cannot accept orders with future ship dates, so we encourage you to review your orders before the April 21 effective date. Hager Companies will review any blanket and/or orders beyond normal quantities, attempting to avoid the surcharge, with potential changes advised in order acknowledgments.

Hager Companies is actively exploring every opportunity to mitigate the impact of these increases. As always, we remain committed to supporting you and should tariff policies change in the future; we will reassess the surcharge and adjust as necessary.

Our team is here to help answer any questions or concerns. Please feel free to contact your Hager sales representative or Hager sales manager, who can assist you in navigating this transition.

We deeply appreciate your continued trust and partnership. We remain committed to providing you with the highest quality products and services, and we are confident that we will work through this together in these uncertain times.

Thank you for your understanding, and we look forward to continuing our successful partnership.



Bob Wilkins
SVP, Marketing & Product Development



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