



**NAPCO SECURITY TECHNOLOGIES, INC.**

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April 16, 2025

To Our Valued Customers:

We sincerely appreciate your business and the trust you place in us. We want to be upfront with you about a change we're making that affects all equipment orders within the United States.

As you are probably aware, the U.S. government introduced significant import tariffs on goods entering the country. These changes are affecting the costs essential to our manufacturing process and final costs of the products that we ship to you.

To continue providing the high-quality products and services you expect, we unfortunately have to implement a temporary tariff surcharge to offset a portion of these increased costs.

Effective April 21, 2025, an 8.5% tariff surcharge will be applied to all our equipment products invoices. We are not raising our prices, but rather we are creating an additional tariff surcharge line that will be an additional line item on the final invoice.

Given the fluid nature of the current political environment, this surcharge may increase or decrease over time. We're closely monitoring the situation. If these tariffs remain in place or rise further, it's likely that the surcharge will need to increase in the future.

Likewise, if the tariffs are reduced or lifted, we'll look to lower or remove the surcharge accordingly.

We chose a surcharge because it's temporary and transparent. It gives us flexibility to adapt to a rapidly evolving trade landscape without making permanent changes to product pricing across our entire catalog.

Our normal recurring annual price adjustments, that are effective July 1<sup>st</sup> each year, are being evaluated and will be communicated to you in the coming weeks.

We realize that increased costs are never ideal, and we remain committed to maintaining the level of service and reliability you deserve.

We understand that you'll likely have questions, perhaps generally (about orders ahead) or specific (about orders in production right now). If you do, please don't hesitate to reach out to [salesorders@napcosecurity.com](mailto:salesorders@napcosecurity.com) and we'll do our best to assist and advise as best we can.

Thank you for your continued trust and partnership with Napco.

Sincerely,

Richard L. Soloway  
CEO

Kevin S. Buchel  
President