

Tariff and Supply Chain Impact

Dear Customer,

As a global manufacturer and supplier, we continue to navigate the challenges brought on by changing tariffs. We understand the burden this can place on our distributors and OEM partners, and we believe it would be unfair to pass on 100% of these increased costs to you.

To ensure a fair approach, **AEMC® Instruments will absorb 50% of the applicable tariff costs**, with the remaining 50% applied as a separate charge on applicable orders. As tariffs fluctuate, we will adjust our charges accordingly, following the same principle.

To maintain transparency and efficiency, we will implement the following process July 8th, 2025:

For Distributors:

- All quotations are valid for **30 days**. Orders received within that window will not be affected by tariff changes.
- We will provide you with a numerical price list only showing the applicable tariff charge for each item number.
- If applicable, you will need to include a separate line item on your purchase order labeled **960.TARIFF**, with the corresponding tariff amount for each item.
- Or you may include one line item labeled **960.TARIFF** with the total of all product tariff charges.
- We will respond to your purchase order with an order acknowledgement showing the same tariff charges. These tariff charges will also be shown on the final invoice.
- If a quotation is requested, the tariff will be shown as a **separate line item(s)** in the quote.

For OEM's:

- All quotations are valid for **30 days**. Orders received within that window will not be affected by tariff changes.
- If a tariff change occurs after the quote expires, a **new quotation** will be issued with the updated tariff charges.
- We will provide you with a numerical price list only showing the applicable tariff charge for each item number.
- If applicable, you will need to include a separate line item on your purchase order labeled **960.TARIFF**, with the corresponding tariff amount for each item.
- Or you may include one line item labeled **960.TARIFF** with the total of all product tariff charges.
- We will respond to your purchase order with an order acknowledgement showing the same tariff charges. These tariff charges will also be shown on the final invoice.
- If a quotation is requested, the tariff will be shown as a **separate line item(s)** in the quote.

We appreciate your understanding and continued support as we work through these changes together.

If you have any questions or require further clarification, please don't hesitate to contact us.

Sincerely,



Bruce Yohr
CEO / President – AEMC® Instruments