



Important Notice of Price Adjustment Due to Tariff Rate Changes

Dear Valued Customer/Distributor,

We write to inform you about an important update regarding our product pricing. As you are aware, the U.S. government has increased the tariff rate on certain imports. Solis is committed to the U.S. market and is working to find ways to reduce the impact of these rate increases on our customers. Until we can implement workable solutions, Solis prices will increase effective **May 6, 2025**.

Reason for Price Adjustment: The **20% tariff increase** on Chinese imports, as directed by the current U.S. administration, is the primary factor necessitating this price adjustment. This change is not due to any internal operational decisions at Solis but is directly related to the increased tariff rates. As a result, we will be adjusting the DDP (Delivered Duty Paid) price on all affected products.

Effective Date of Price Increase: A 20% price increase on all orders involving Chinese imports will come into effect on **May 6, 2025**. We wanted to provide you with ample notice in advance so that you can adjust your purchasing plans accordingly.

Important Order Guidelines: To help manage this transition, please note the following:

1. **Local Stock Availability:** Solis will continue to sell local inventory at current prices while supplies last. All orders placed for in-stock products will be fulfilled on a first-come, first-served basis. For more information on local inventory and pricing, please reach out to your Solis Sales representative.
2. **Out of Stock Products:** Effective immediately for items that are out of local stock, Solis will not accept orders unless the customer is willing to pay the additional 20% tariff on these items. If a customer places a PO for product that is not in stock at Solis' U.S. warehouse, the 20% rate increase will apply.
3. **Minimum Order Quantities:** In light of this change, we kindly request that you place orders with a minimum order quantity (MOQ) of 3 pallets for items that require import. Orders below this MOQ may result in unpredictable lead times due to the complexity of the tariff adjustments and international shipping requirements.

We recommend planning your orders in advance to ensure smooth operations as we manage the impact of these changes.

We understand that this price increase may present challenges, and we are committed to providing transparency and support during this period. If you have any questions or would like to discuss your specific order needs, please feel free to reach out to your Solis Sales representative.

Thank you for your continued partnership and understanding.

Best regards,
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