

**March 4, 2025**

Dear LMI Customers,

As anticipated, there are a lot of questions and concerns regarding tariffs on Canadian-made goods shipped into the United States. To help address some of these, I'll attempt to give as much detail as I can for the most common business cases. However, your company's specific situation may require special handling. Please reach out to your LMI representative if you believe this is the case.

**IMPORTER OF RECORD:** If your company is ordering directly from LMI Canada and acting as your own importer into the USA, you will be charged a full **25%** tariff on all Canadian manufactured goods by US Customs.

For most of our US customers, LMI acts as the importer of record and we ship to you via our 3PL partner. If your company is currently ordering from LMI's US subsidiary, this is the case for you. For orders processed under this condition, LMI will add a **20%** surcharge to the invoice (and future sales order confirmations) for all Canadian-made products and repairs.

**PRODUCTS SUBJECT TO TARIFFS:** Not all LMI products are made in Canada. Although giving a complete list is difficult, the following items are currently NOT subject to additional US tariffs:

- GoMax / GoMax Orin
- All standard-length cordsets
- Gocator 5504, 4010, 4011, 4020 and 4021 models

Currently, all of our laser-based products, snapshot 3D, and custom-length cordsets are manufactured in Canada.

**IMPLEMENTATION:** The required surcharge will be added immediately to all orders which have not yet been fulfilled.

I appreciate your patience and loyalty as we work through this most difficult situation. We

Sincerely,





Len Chamberlain  
Chief Commercial Officer  
LMI Technologies