

July 30, 2026

Valued LMI USA Customers,

US tariffs on Canadian goods are back in the news as of this week. The US administration has indicated that a 50% tariff on certain goods manufactured in Canada will begin on August 19, 2026. While the management at LMI hopes that the threat of this tariff is temporary, we also believe it is wise to make our customer base aware so they can plan accordingly.

Although there are a few exceptions, MOST of LMI's Gocator products are **manufactured in Canada**. As a quick reminder, if you order a product to which tariffs apply, they will be handled as follows:

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 100% of the full US tariff on all applicable 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 85% of the current US tariffs as a surcharge to the invoice (and future sales order confirmations) for all Canadian-made products and repairs. For the currently proposed 50% tariff rate, this would mean LMI would add 85% X 50% or **42.5%** to the invoice. This surcharge will appear as an additional line item on your invoice. The reason we can offer this slight discount is that we import goods at an internal transfer price.

IMPLEMENTATION: The required surcharge will be added after August 19, 2026 to all orders which have not yet been fulfilled. You may want to consider moving existing orders forward to avoid this where possible. LMI will make every effort to accommodate an earlier ship date, although we cannot guarantee early delivery for every order.

As previously mentioned, we are hopeful that the US tariffs will be short lived. We understand that the situation is fluid and we'll do our best to keep you updated on any possible impacts to your business.

Thank you for your continued partnership.

Sincerely,



Len Chamberlain
Chief Commercial Officer