



**March 26, 2025**

**Subject:** Important Update: U.S. Tariffs and Pricing Adjustments

Dear Valued Customer,

At inTEST Thermal Solutions (iTS), we remain committed to providing you with the highest quality products and services. We want to inform you of potential pricing adjustments due to recently announced U.S. tariffs that may impact our industry.

### **Tariff Updates and Potential Pricing Impact**

The U.S. government has introduced multiple rounds of tariffs affecting imports from Canada, China, and Mexico, with the possibility of additional tariffs on other items and regions in the future. These evolving trade policies may lead to increased costs in production and shipping. While the full scope and impact of these tariffs are still unfolding, we anticipate they will result in price adjustments for iTS products.

To ensure transparency, any price increases related to these tariffs will be clearly itemized as a **"Tariff Surcharge"** on our quotes, allowing you to see the direct impact of these changes.

### **Our Commitment to Keeping You Informed**

We are closely monitoring developments in trade policies and will continue to provide timely updates as new information becomes available. Our goal is to navigate these changes with minimal disruption to our customers while maintaining the high standards you expect from inTEST Thermal Solutions.

If you have any questions or require further details, please do not hesitate to contact your Account Executive or Sales Representative. We appreciate your partnership, flexibility, and trust as we manage these industry-wide challenges together.

Thank you for your continued support.

David Scaggs  
Vice President of Sales & Marketing