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June 10, 2025

To Our Valued Dealers,

As you know, recently imposed tariffs have introduced significant cost pressures across our industry. At NDI, we've held pricing steady while many competitors moved quickly to raise theirs. This has given you a strong edge in the market—and we're proud of the value that has created for your customers.

To continue delivering the quality, service, and reliability you expect, we must now make a necessary adjustment. **Effective Monday, July 7, 2025, prices on most WorkSimpli products will increase by 4%.** Even with this change, we believe our pricing remains among the most competitive in the industry. *Please note that NDI will rescind this price increase in the future if circumstances allow.*

Rest assured that NDI has approached each of its manufacturers and asked that they help absorb some of these increased costs. NDI has done the same. The result is, we believe, a very modest increase in cost.

Additionally, we will hold pricing for any projects quoted until 7/31/2025. Delivery must be taken of any registered project by 8/29/2025.

The requirements for project registration are as follows:

1. Dealer name
2. Project Name
3. Complete list of items, quantities and colors
4. Date the order is expected to be entered
5. Date the project is expected to be delivered
6. Registration must be submitted to orders.nash@ndiof.com by July 7.

2020 and CET will be updated as close as possible to the July 7 increase date.

We understand the impact price changes can have and remain committed to transparency, fairness, and supporting your success. As always, your local territory manager and our customer service team are ready to assist with any questions.

Sincerely,

A handwritten signature in black ink that reads "Stan Idzi". The signature is written in a cursive, flowing style.

Stan Idzi
Chief Operating Officer