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**January 30th, 2026**

Dear Valued Partners,

As we continue to navigate a challenging economic environment, we want to sincerely thank you for your continued loyalty and partnership with the NDI family. Your trust and support are greatly appreciated and never taken for granted.

As we move into 2026, tariffs have become the most significant factor impacting our cost structure. Current tariffs on key materials range from **10% to 19%**, resulting in substantial and sustained cost increases across our product lines. Despite ongoing efforts to offset these impacts through strategic sourcing, efficiency improvements, and cost controls, these increases can no longer be fully absorbed.

As a result, effective **March 1, 2026**, NDI will implement a price increase averaging **7.4%**. This adjustment is necessary to ensure we can continue delivering the quality products, dependable lead times, and level of service you expect from NDI.

We understand the importance of project planning and budgeting and want to assure you that pricing will be honored on all currently quoted projects, providing stability for work already in progress.

NDI remains fully committed to supporting our dealer community and to providing the quality and southern service that define our brand. We truly value your partnership and appreciate your understanding as we work through these challenges together.

Thank you for the opportunity to serve you.

Kindest and most sincerely,

A handwritten signature in black ink that reads "Jimmy Green". The signature is fluid and cursive, with "Jimmy" on the top line and "Green" on the bottom line.

Jimmy Green