



April 16, 2025

Dear Valued Business Partner,

We hope this message finds you well. As a valued partner of Potter Electric Signal Company, we want to keep you informed of important developments that will affect your orders and pricing.

As you are likely aware, the U.S. government has announced additional tariffs that were effective earlier this month. These tariffs are expected to directly impact our costs, which in turn affects our ability to maintain our current pricing structure. While we manufacture many of our products domestically, some products and many raw materials are sourced from other countries.

To continue providing you with the high-quality products and services you expect, we are implementing a **2% price change** to offset the additional costs caused by these new tariffs. This surcharge will apply to all orders placed on or after **May 15**.

We understand that an unforeseen increase can be challenging, and we deeply appreciate your continued partnership and understanding during this dynamic period. Please be assured that we are doing everything we can to minimize the impact of these changes and maintain the quality and service that you rely on.

If you have any questions or need further clarification, please don't hesitate to contact us at **800-325-3936**, **+1-314-595-6900** or [orders@pottersignal.com](mailto:orders@pottersignal.com). Our Customer Service team is ready to assist you with any inquiries or concerns you may have regarding these adjustments.

Thank you for your continued trust in Potter Electric. We value your business and appreciate your understanding as we navigate these economic challenges together. We remain committed to delivering the exceptional service and products that have made our partnership successful.

Sincerely,

**Sean Heskett**  
President, Fire Suppression Division  
Potter Electric Signal Company