



November 4, 2024

**Re: Pricing Changes Effective January 2025**

Valued Customers:

We'd like to thank you for your business and continued support. We are grateful to have completed our 59th year in business.

Like many of you, Rofson has been under constant cost pressure in 2024. Raw materials, production, transportation and regulatory/tax nexus costs have all increased. Those are in addition to our own rising labor cost and insurance costs.

At the beginning of 2024 we were able to deliver across the board savings and have held those throughout the year, despite the cost pressures mentioned above.

Starting January 1, our prices will increase commensurate with our increased production and operating costs.

As you are aware, there have been discussions about the potential to add tariffs to all goods imported into the USA. At present, we are unsure how that may impact on our items. To the degree Rofson can mitigate any such added cost we will do so. We will continue to monitor the situation and provide as much timely guidance as we can. My advice is to prepare for some sort of tariff action prior to the end of 2025.

Thank you for your partnership and continued support of Rofson. If you have any further questions, please feel free to contact your Rofson representative.

Sincerely,

Steve Dersch

President

Sincerely,

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

J. Stephen Dersch

President