



Nelson Lumber Company Ltd. ("Nelson") greatly appreciates your partnership, and we understand the challenges posed by the ongoing U.S. / Canada tariff situation. As a proud Canadian distributor, we remain committed to keeping you informed and supporting you through this period of uncertainty.

The U.S. government has imposed various tariffs on a wide selection of Canadian goods. In response, the Canadian government enacted retaliatory tariffs, and this situation continues to evolve daily. We remain hopeful that many items will be removed from the tariff list, potentially reducing the impact on our industry.

Nelson will continue to monitor the situation and provide updates as the tariff list of retaliatory items is confirmed. Additionally, we will continue to prioritize cost efficient sourcing and actively seek ways to limit exposure to tariffs while ensuring consistent product availability.

Nelson will be addressing the tariffs as a separate single line total on our quotes, orders and invoices. Nelson will be in contact with any major changes to large product lines, but the smaller tariff amounts will be made visible on quotes, orders and invoices.

If you have any questions regarding pricing, product availability, or how these tariffs may impact your business, please reach out to your Nelson Sales Representative.

Thank you for your continued trust and partnership. We appreciate your business and will continue working to support you through this evolving trade landscape.

Regards,

**NELSON LUMBER COMPANY LTD.**

*David Fraser*

David Fraser  
President & Chief Executive Office