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www.swiftspaceinc.com

February 15th, 2024

Over the last year our suppliers have let us know that they have continued to experience rising costs in both labor and material costs. As you would expect to remain profitable this has meant that many of them have been forced to pass on these multiple price increases on the parts, they supply to us. These inflationary cost increases have occurred on virtually all the components which we use to make our products.

We have done everything we can to hold off passing on the increases with our last increase being September 2022 but after analyzing and working through the details of the price increases, we have been receiving from our suppliers we have determined that a price increase of 8% is required on all our products except as noted in the next sentence. There will be no increase for the two product lines (AMP and Ensemble) that we have just launched. I have attached a copy of the new Spec Guide which will become effective on March 15, 2024. The price increase will be effective for all orders placed after March 15th, 2024. Current pricing will be honored for any PO's placed by March 31, 2024, if they can be referenced to a Swiftspace quote prepared with pricing in effect before the increase.

We want you to know that we really appreciate your business and support and that we will continue to work hard to keep cost increases as minimal as possible.

If you have any questions or concerns, please do not hesitate to email me at robway@swiftspaceinc.com or call me at 519-573-5673.

Yours truly,

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

Rob Way CEO
Swiftspace Inc.