

## Subject: June Pricing Update

Dear Valued Customer,

At Midland Industries, we understand that price changes can create questions and make planning more difficult. We want to share clear context on the market and tariff pressures affecting certain metal-based product categories, along with the steps Midland has taken to help reduce the impact on our customers.

The cost to provide these products continues to rise due to a combination of tariff, metals, and broader inflationary pressures. These increases are not the result of one single factor. They reflect the overall cost environment required to source products, maintain availability, and provide the service levels our customers expect from Midland.

### What is driving the cost pressure?

The current cost environment is being driven primarily by three factors:

Cost driver	What it means in plain terms	Impact
Tariffs on affected brass products	Tariffs are now being assessed on the full affected brass product, rather than only the copper portion as in the past.	This creates a higher cost impact on the products included in this adjustment.
Metals inflation	LME commodity costs remain significantly elevated, with the current increase at approximately 31%.	Suppliers continue to pass higher metals costs through the supply chain.
General cost inflation	Rising cost of labor, fuel, and utilities.	These broader cost increases affect our ability to maintain consistent product availability and service.

### How Midland has responded

- **Absorbed a meaningful portion of added costs.** Midland has not passed through the full impact of tariff, metals, and inflationary increases to customers.
- **Limited the adjustment to affected categories.** Where possible, Midland has focused the adjustment on the product categories most impacted by these pressures rather than applying a broad increase across the entire portfolio.
- **Continued to manage through uncertainty.** We continue to monitor tariff guidance, supplier changes, commodity trends, and market conditions so we can respond responsibly and communicate clearly.

Because these pressures continue to impact the cost of supplying affected products, a price adjustment is necessary to support continued product availability and the reliable service you expect from Midland.

**Effective June 8, 2026, Midland will implement a pricing adjustment of 8% across our product portfolio.**

**\*Please note:** Products that have already undergone a Midland price adjustment in 2026 are exempt from this current increase. Updated price sheets will be provided in advance of the effective date, along with details on the affected product lines.

### **A note about tariff refunds**

We understand there may be questions in the market about tariff refunds. Currently, the tariffs and cost pressures driving this adjustment — including tariffs on affected brass products, metals inflation, and broader inflationary cost increases — are not part of a customer refund program. As a result, there is no related customer refund to issue.

We understand that changing tariff policies, market conditions, and rising costs can be frustrating. Our goal is to communicate clearly, continue managing costs responsibly, and remain a reliable partner to your business. Thank you for your continued trust in Midland Industries.

Sincerely,

**Michael Stewart**  
Chief Revenue Officer  
Midland Industries