

SUBJECT LINE: Unirac: Upcoming Price Adjustment – Effective May 12, 2025

April 11, 2025

Dear Unirac Partner,

As we continue working together to navigate today's dynamic solar landscape, we want to inform you of an upcoming price adjustment that will apply to all products in the Unirac catalog. These changes will go into effect on **Monday, May 12, 2025**, and will apply to all purchase orders placed on or after that date.

Tariffs on imported aluminum and steel, rising domestic costs for aluminum and steel, and inflationary pressures have all contributed to higher costs in procuring, manufacturing, and delivering finished goods, including our domestically produced products. Like many across the industry, we've had to face these challenges head-on.

Rather than take the easy route of applying a blanket percentage increase across our entire product line, we reviewed our cost structure product-by-product and adjusted pricing by product family based on the actual impact of increased costs. A one-size-fits-all adjustment would not reflect our commitment to transparency and precision—nor would it align with the high standards we hold for our partner relationships. As a result of this approach, system pricing will increase between 5-18%, with some items maintaining their current price. Reciprocal tariffs were not factored into our cost analysis, so the recently announced 90-day tariff pause does not affect the pricing adjustments we've outlined. Additionally, SPA's will be automatically updated to maintain their discount levels relative to the new MSRP.

We understand there may be interest in placing additional orders ahead of the May 12th price adjustment. While we are committed to fulfilling all demand and supporting your ongoing needs, we kindly ask that orders placed during this period remain relatively consistent with your typical purchasing patterns. To ensure fair allocation and product availability for all partners, we reserve the right to review and adjust orders significantly exceeding recent run rates.

At Unirac, our mission is to empower customers to deliver clean, abundant energy through dependable, innovative mounting solutions. We remain fully committed to that mission—and to delivering the quality, value, and partnership you expect and deserve.

If you have any questions, your Unirac representative is ready to support you and walk you through the upcoming changes. Thank you for your continued partnership and for everything you do to move solar forward.

With appreciation,



Ryan Nolan

Senior Vice President, Sales and Marketing

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