



March 23, 2026

Subject: **The Tariff Solution**

Dear Valued Customer:

At Graham-Field™, our commitment to USA manufacturing is not a reaction to current events, but a core strategy. Graham-Field has been manufacturing in the USA since 1946 and continues to build upon our enhanced 2010 **"Made in USA" Strategy**. While the industry faces ongoing tariff uncertainty and fluctuating import costs, Graham-Field's **"Made in USA" Strategy** allows us to provide you, caregivers and end-users with superior quality control, shorter lead times, and price stability.

**Investing in Quality, Stability, Process Improvement, and Automation**

Because the majority of our products are domestically manufactured or tariff-exempt, Graham-Field elected to absorb temporary tariff-related costs, if applicable, and will re-evaluate pricing once a permanent government resolution is reached. In parallel, we will continue investing in process improvements and automation to help mitigate future cost increases from raw materials, logistics, and overhead. Graham-Field is currently:

- **Expanding Capacity:** Increased clinical seating production by 400%.
- **Driving Efficiency:** Implementing additional 3D fiber optic laser cutting systems, additional nitrogen generation system, cobot welding to complement our robotic welding systems, 3D plastic/composite component printing, CNC textile and 5 axis sheet cutting systems, and automated upholstery systems to help mitigate rising raw material and overhead costs.
- **Integrating Operations:** Leveraging 326,000 sq. ft. of wholly owned domestic production space across four specialized facilities in Wisconsin, Georgia, North Carolina, and Rhode Island.

**Our Domestically Manufactured Portfolio**

Our ISO 13485:2016/MDSAP certified facilities produce an industry-leading range of superior healthcare solutions across our family of brands:

Brand	Core Domestic Product Categories
<b>Basic American™</b>	Zenith™, Matrix™, AmeriLux™, & Liberty™ Beds; Case Goods
<b>Lumex®</b>	Clinical Seating, Patient Lift Slings, Support Surfaces
<b>Hausted®</b>	Stretchers, Procedure Chairs, & Phlebotomy Chairs
<b>Intensa®</b>	Exam Tables, Lab Seating, Behavioral Health, Casework
<b>Gendron®</b>	Bariatric Beds, Stretchers, Patient Lifts, Bath Safety & MRI-Compatible Equipment
<b>Transfer Master™</b>	Night Rider® & Supernal® 5 Specialty Beds
<b>Grafco® / Medicopaste®</b>	Silver Nitrate Applicators and Wound Care

We will continue to re-evaluate our pricing as permanent government resolutions are reached, always with the goal of keeping your costs predictable.

Thank you for your continued partnership and for choosing Graham-Field as your trusted manufacturer. We remain committed to supporting your growth through innovation, operational excellence, and collaboration.

Best regards from **Graham-Field's 300 USA Team Members,**

*Ken Spett*  
Chief Executive Officer

*Peter Loope*  
President

