



Date: May 20, 2026
To: Nichiha Customers
From: Kenny Collins, *Director Residential Sales*
Anthony Pucci, *Director of Commercial Sales*
Mike Vorobev, *Director of Business Development*
Michael Cobb, *VP of Sales*

RE: Price Change for Nichiha Products (Architectural Wall Panels), Metal Accessories and other policy updates

As part of our ongoing commitment to quality, service, and providing premium fiber cement architectural systems, Nichiha USA periodically reviews its commercial policies and pricing structures. In response to current market dynamics, we are implementing updates to our product pricing, freight thresholds, and order processing procedures.

Effective July 1, 2026, the following adjustments will apply:

- **Product Pricing:** A 3% price increase will be implemented across all products.
- **Elimination of Accessory Tariff:** We are pleased to announce the complete elimination of the 1.5% accessory tariff.
- **Freight Surcharge Minimum:** The invoice threshold to eliminate freight surcharges will increase from \$5,000 to \$8,500 for invoiced orders. Invoiced orders below the threshold will be charged a flat fee of \$600.
- **Fuel Surcharges:** There are no changes being made to our standard Fuel Surcharge policy at this time.
- **Revised Rush Order Policy:** Our rush fee policy is changing to a flat \$1,000 for orders up to a maximum volume of 100 packs. To protect operational efficiency, we will no longer accept rush processing for orders exceeding 100 packs.

All orders received on or after July 1, 2026, will reflect the new pricing.

We deeply appreciate your partnership and remain dedicated to delivering the high-quality products your business relies on. If you have any questions or require further clarification regarding how these updates affect your upcoming orders, please contact your local Territory Sales Manager.

Sincerely,
Nichiha Leadership Team