



## REQUEST FOR CONTRACT UPDATE # 2

Pursuant to the terms of your awarded contract, all Contractors must notify and receive approval from Region 14 Education Service Center ("Region 14 ESC") when there is an update to the contract. No request will be officially approved without the prior written authorization from Region 14 ESC. Region 14 ESC reserves the right to accept or reject any request.

Hightower Group, LLC (Contractor Name) hereby provides notice of the following update to Region 14 ESC contract number 07-94 for Furniture (Contract Title) on this date 4/17/2025.

**Instructions:**

**Vendors must check all that may apply and provide supporting documentation.** Be sure to sign the signature page with all required signatures, prior to submitting your update for approval.

*This form is not intended for use if there is a change in operations, which may adversely affect members, i.e. assignment, bankruptcy, change of ownership, merger, etc.*

**Authorized Affiliates/Dealers/Distributors/Resellers**

- Additions
- Deletions

**Products/Services (check all that apply)**

- Additions
- Deletions
- Modifications
- Pricing Update

**Other** Vendor may include other notes regarding the contract update here: (attach another page if necessary).

Please see p.3 for attached letter regarding tariffs.

Hightower Group, LLC

Vendor Name

Adam Merkl, Director of Sales

Submitted By

*Adam Merkl*

Signature

4/17/2025

Date

**FOR USE BY Region 14 ESC ONLY:**

Emily Jeffrey, Chief Financial Officer

Signed by:

*Emily Jeffrey*

Signature

6/30/2025 | 8:50 A

Date

211 Fraley Road  
High Point, NC 27263

[hightower.design](http://hightower.design)

Hightower<sup>®</sup>

April 17, 2025

Region-14 ESC  
Emily Jeffrey, Chief Financial Officer  
Abilene TX 27601

RE: Hightower Group, LLC Contract 07-94 - Tariff Surcharge Fee Request

To whom it may concern,

In response to unprecedented tariff exposure for furniture import parts and the accompanying increase in pricing for local manufacturing inputs, Hightower will be adding a 5% Tariff Recovery Surcharge to all orders effective May 1, 2025 until such time as tariffs and pricing have stabilized or the tariff rate is adjusted.

Hightower is absorbing the 25% steel/aluminum tariff that we are being charged in addition to the 10% tariff, so there is no price change related to that tariff on most products. There are 2 families of products that our European partners source from China that are subject to a 170% tariff. The prices for those products (Torno and Wishbone) have already been changed. The website reflects the updated list price.

Please reach out if you have any questions.

Sincerely,

*Jenna Geigerman*

Jenna Geigerman  
President / COO  
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[jenna.geigerman@hightoweraccess.com](mailto:jenna.geigerman@hightoweraccess.com)

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June 10<sup>th</sup> - 2025

To whom it may concern,

As a result of ongoing trade tensions between the United States and the European Union, the U.S. government has imposed higher import duties on a range of products, including steel and other key materials used in furniture manufacturing. These tariff increases—part of broader trade policy measures that have continued in the wake of national commemorations such as Liberation Day—have significantly impacted the cost of importing furniture from the EU to the U.S.

During the period of March-May 2025 Hightower has been charged more than \$40.000 in new tariffs from a combination of country of origin (primarily the EU) and steel/aluminum duty.

The charges continue and have gotten to such a high amount that SEKO is working with Hightower to set up direct payment with Customs and Border Control to pay these presumably ongoing tariffs directly.

Please feel free to reach out if you have any questions or require further details.

Best regards

  
Jacob Schultz

Regional Director Nordics, M.Sc

SEKO Logistics

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[www.sekologistics.com](http://www.sekologistics.com)

## Subject: Fw: [External] New Tariffs



**Paul Tucker** <Paul.Tucker@camiragroup.com>  
to Sydenna Salazar, Carleigh Smith, Whitney Joly

Fri, Apr

Good Afternoon Sydenna,

I wanted to provide an update before the email goes out today from corporate.

Effective next Monday a temporary 6% import surcharge will be applied to all invoices and orders. As mentioned, I'm committed to support your customers and our continued growth navigate through this change in landscape, so please feel free to lean in and ask me if you have any questions, if exceptions need to be considered, etc.

I know Carol will take great care as well. Please let me know if you have any initial questions. Thank you for being a valued partner!

Kind Regards,

**Paul Tucker** | Business Development Manager - OEM

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**camira**



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**From:** Paul Tucker <[Paul.Tucker@camiragroup.com](mailto:Paul.Tucker@camiragroup.com)>

**Sent:** Tuesday, April 8, 2025 10:06 AM

**To:** Sydenna Salazar <[sydenna@hightoweraccess.com](mailto:sydenna@hightoweraccess.com)>; Contact Camira Group <[contact@camiragroup.com](mailto:contact@camiragroup.com)>; Carol Hoffman <[Carol.Hoffman@camiragroup.com](mailto:Carol.Hoffman@camiragroup.com)>