



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.

Johnson Health Tech North America, Inc., d/b/a Matrix Fitness (Contractor Name) hereby provides notice of the following update to Region 14 ESC contract number 156948 for Region 14 ESC - TX (Contract Title) on this date 10/6/25.

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).

Attached is a copy of the revised pricing list.

Johnson Health Tech North America, Inc., d/b/a Matrix Fitness

Vendor Name

Marc Loomer

Submitted By

Marc Loomer

10/6/25

Signature

Date

FOR USE BY Region 14 ESC ONLY:

Emily Jeffrey, Chief Financial Officer

Signed by:

Emily Jeffrey

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10/9/2025

Signature

Date

MATRIX

October 7, 2025

OMNIA Partners
5001 Aspen Grove
Franklin, TN 37067

Attention: Legal Department - Public Sector Contracting

Due to significant increases in United States government-imposed tariffs since February 2025 and continued economic pressures, we must implement a price increase on our products and services. Without this adjustment, we wouldn't be able to maintain the quality, service, and reliability you expect.

The average total tariffs from the beginning of 2025 are now approximately 32.3% of our purchase price in comparison to approximately 9% historically, which has remained stable for years. With shipping, total importation related costs are estimated to reach approximately 40.1% of our purchase price compared to approximately 18.5% historically, an increase of 217% driven by new United States government tariffs.

The price increase will be effective October 1st and a new price list for products and services has been submitted for approval.

We want to reassure you that this decision was not made lightly. As always, our priority is to provide you with the best value possible.

We appreciate your understanding and loyalty. Should you have any questions or concerns, please do not hesitate to reach out to us.

We remain committed to our partnership and will continue to strive to exceed your expectations.

Kind Regards,

Kent Stevens

Kent Stevens
Executive Vice President of Sales

