



March 31, 2025

To Our Valued Partners,

Thank you for your continued partnership with Ace Sanitary. Like many companies, our business is being disrupted by the newly instituted global tariffs as well as the resulting volatility in materials markets.

Multiple tariffs have gone into effect over the past two months:

Tariff	Effective Date	Total Current Impact		Ace Price Increase	Effective Date
		Non-Steel	Steel		
10% on goods imported from <b>China</b>	Feb 4, 2025	20%	up to 45%	6% on EPDM, FKM, and Silicone Gaskets  12% increase on stainless steel hose fittings	Apr 14, 2025
Additional 10% on goods imported from <b>China</b>	Mar 4, 2025				
25% global tariff on the steel and aluminum content in <b>all goods imported into the US</b>	Mar 12, 2025				

<b>25% tariff on goods imported from <b>Canada</b></b>	Mar 4, 2025	<b>25%</b>	25% on select rubber hose products, hose carts and racks	
<b>25% tariff on goods imported from <b>Mexico</b></b>	Apr 2, 2025			

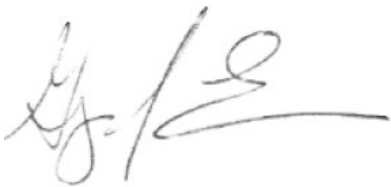
*Note: The above tariffs do not include recent announcements related to reciprocal tariffs or tariffs on countries importing Venezuelan oil. These tariffs will be addressed separately if or when enacted.*

We are taking steps to mitigate the impact of the tariffs that include partnering to absorb a significant portion of tariff-based inflation, most notably on stainless steel fittings with applicable tariffs up to 45%. We will continue to do so, however, can no longer absorb the cost increases affecting our products today. Therefore, effective April 14, you will see price increases based on product material type. As tariff details and negotiations are playing out in real time, this ongoing uncertainty means that additional price increases may be necessary. We will communicate any further changes as they arise.

All orders placed prior to April 14 will be honored at current prices subject to availability of existing inventory. New orders placed on or after April 14 will be subject to the new pricing.

If you have any questions or require further assistance, please reach out to me directly or to your sales manager.

Best regards,



Greg J. Evans  
Sales Director

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