



# Premium Manufacturer of Sanitary Fittings, Valves, Pumps, & More

April 8, 2025

Dear Steel & O'Brien Distributor,

Thank you for your continued partnership with Steel & O'Brien. Like many companies, our business continues to be disrupted by recently enacted global tariffs. Multiple tariffs have gone into effect since our last announcement on March 31 when we announced a price increase of 6-12%. Below is an updated summary of the tariffs affecting our supply chain and the resulting adjustments to our pricing:

Tariff	Effective Date	Total Current Impact		Price Increase	Effective Date
		Non-Steel	Steel		
<b>10%</b> on goods imported from <b>China</b>	Feb 4, 2025	<b>104%</b>	<b>45%</b>	19% on stainless steel fittings  52% on Gaskets & O-rings  19% - 29% on other product families based on material type	<b>Apr 21, 2025</b>
Additional <b>10%</b> on goods imported from <b>China</b>	Mar 4, 2025				
<b>25%</b> global tariff on steel and aluminum goods imported into the US (now assessed on full finished value)	Mar 12, 2025				
<b>84%</b> reciprocal tariff on goods imported from <b>China</b>	Apr 9, 2025				
<b>10-46%</b> reciprocal tariffs depending on country of origin	Apr 9, 2025	<b>10-46%</b>			
<b>25%</b> tariff on goods imported from <b>Canada</b>	Mar 4, 2025	<b>25%</b>			
<b>25%</b> tariff on goods imported from <b>Mexico</b>	Apr 2, 2025				

Additional tariffs and negotiations continue to play out in real-time. We will monitor this situation and communicate any further changes as they arise.

All orders placed prior to April 21 will be honored at current prices subject to the availability of existing inventory. New orders placed starting April 21 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,

A handwritten signature in black ink, appearing to read 'Sal Iaccino', is centered on a light gray rectangular background.

Sal Iaccino

Vice President, Sales

For more informative content about our products and industry, visit our [blog](#).

Contact us by phone: **(585) 492-5800** or email: [Sales@steelobrien.com](mailto:Sales@steelobrien.com)

Connect with us!



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