



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

March 6, 2025

Dear Steel & O'Brien Distributor,

Thank you for your continued partnership with Steel & O'Brien. Like many companies, our business has been impacted by the newly instituted global tariffs. Three tariffs went into effect on March 4:

- A 25% tariff on goods imported from Canada (25% tariff on goods imported from Mexico now delayed until April 2; Canada tariff also under consideration for delay)
- An additional 10% tariff on goods imported from China, increasing the China tariff to 20% (the initial 10% tariff on China goods went into effect on February 4)

Also forthcoming is an additional 25% tariff scheduled for implementation on March 12 on all imports of products containing steel and aluminum.

While we are working to mitigate the impact of the tariffs, the increase in cost is affecting our business today and will likely necessitate a price increase. We will notify you as soon as we have additional clarity on the impact to our business. The details surrounding these recent tariffs have been changing

frequently. We will strive to provide the customary 30-day notice prior to a price change, however, tariff negotiations are playing out in real time and may prevent this from being possible.


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 the page.

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