



## Tariff-Related Pricing Changes Effective May 2025

Valued Customers:

I'd like to thank you for your business and continued support. Yesterday, the US announced implementation of broad "reciprocal tariffs" that go into effect in the next few days. These tariffs will impact imports from more than 180 countries, and this sweeping action comes in addition to tariffs enacted on February 1 and March 1.

Most Rofson disposables are made in China due to the low cost and high quality of their manufacturing base. Per my letter last month, Rofson has kept our prices at pre-tariff levels, despite the 20% tariff that we are currently absorbing on our goods. We've held steady waiting for clarity on trade policy, which we have now received. The announced tariffs bring the effective tariff on China goods to at least 54% (20% in force + 34% new). It's not just China, here are some other rates for Southeast Asian countries: Vietnam – 46%, Malaysia – 24%, Thailand – 36%.

Rofson will phase in these tariffs incrementally:

Increase A - **All prices will increase by 12% for all orders received on May 1 and beyond.** Customers may buy at their historical volumes (L12 months), but no prebuy or stocking up will be allowed. We reserve the right to limit qty. to make sure and keep our inventory integrity in place.

Increase B – **Another (larger) cost increase will go into effect for orders received June 1, 2025, and beyond.** At that point, we will remove the allocations and customers are able to buy as needed. Rofson will provide this price increase level to customers in the week of April 14, 2025.

We will provide guidance to our customers on ways to create freight savings for regular orders, which may include but not be limited to larger minimum orders with less frequency. Where possible, we will suggest cost-saving alternative items.

I understand the pain and potential economic impact on your business - this tariff activity will impact everyone from the streets to factories. Be aware that there may be additional tariff action we will have to account for over the next few months. This may further raise prices, lower them, or both. We do expect some impacted countries to take steps to reduce the US tariff.

Thank you for your partnership and continued support of Rofson. If you have any further questions, please feel free to contact your Rofson representative.

Sincerely,  
J. Stephen Dersch  
President