



March 15, 2025

U.S. Tariff Price Change Announcement

Effective for Shipments on or after May 1, 2025

To Our Valued Distributors,

Thank you for your continued loyalty and support of Keystone. Since 1925, Keystone has been committed to providing excellent service and the highest quality products at the most competitive prices.

As you may be aware, on February 1, 2025, the U.S. Administration increased tariffs on Chinese imports by 10%, followed by an additional 10% increase on March 4. As a result, all containers arriving at our warehouse from that point forward have been impacted by this 20% tariff increase. These rising costs are affecting the entire U.S. market, not just Keystone.

In an effort to support our customers, Keystone will absorb a portion of this increase. However, due to these government-imposed tariffs, we must implement a 15% price increase effective May 1, 2025. Our supply chain team has been actively sourcing a growing percentage of our imported products from other countries for diversification and cost stability. On April 2, the U.S. Administration is expected to announce additional “reciprocal” tariffs on imports from other nations. If the countries we source from beyond China are not affected by these new tariffs—and if suppliers in those countries do not take advantage of the situation by raising their prices—we may have the opportunity to mitigate the planned increase.

At Keystone, we remain dedicated to providing high-quality products, competitive pricing, and outstanding customer service. We only implement price increases when absolutely necessary and will continue to take all possible measures to minimize the impact on your business. Our prepaid freight policy will remain at \$2,500, despite the continued rise in trucking costs.

All orders shipped on or after May 1, 2025, will reflect the updated pricing. Distributor price lists are currently being updated and will be available soon. In the meantime, please contact your Sales Representative at 856-663-5740 for updated pricing information.

We appreciate your partnership and remain committed to providing the products and support you need to grow your market share. Additionally, we continue to explore alternative products and sourcing strategies to help you remain competitive.

To help us better serve you, we will follow up with a customer contact information form to fill out. In the meantime, please connect with us on [LinkedIn](#) to stay up to date on everything Keystone.

Sincerely,



Tom Policella, Vice President of Sales

Keystone Safety



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