



March 11, 2025

Subject: Amendment to our March 4th ACS Tariff announcement

Dear Valued Cleaning Products Customers,

Based on last week's announcement regarding the one-month delay on the implementation of the 25% tariff on goods imported to the US from Mexico, we are amending our original March 4th announcement and shifting its effective date to impact shipments on or after April 7, 2025.

ACS has been hard at work exploring ways to minimize the impact of the US tariff on goods imported from Mexico within the structures of the USMCA framework. Based on this effort and a better understanding of how the tariffs will be applied, we have identified ways to leverage ACS' structure that allows us to significantly reduce the effect of the 25% tariff on the products you purchase from us. The percentage of such passthroughs will be far less than the 25% originally indicated.

For planning purposes, we can now state that if the tariffs ultimately come in at the current announced 25% rate, the net tariff increase on your costs of goods sold are listed below. These increases will go into effect for orders shipping on or after April 7, 2025, as import duties are assessed at the time goods physically cross the border. Please note that this adjustment will also apply to orders previously placed but scheduled for delivery after this date.

- Floor Pads – 9%
- USMCA compliant Mexico-sourced products – 13%
- China-sourced products – 20%

In addition, **all contracted business** will increase by the percentage of the applicable tariff. We will provide a listing of products impacted by this increase and updated price lists. Excessive buy-in type orders will not be allowed during this period, orders will be filled based on normal purchasing patterns.

We appreciate your patience and partnership as we continue to navigate the evolving trade landscape together. We will keep you posted if there are additional changes in the trade environment and stand ready to support you in any way that we can.

Best regards,

A handwritten signature in black ink that reads "Robert Sophie".

Robert Sophie

Vice President

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