



FOODSERVICE EQUIPMENT

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## Hatco Price Adjustment Update: China Made Products

Dear Valued Partner,

In light of the announcement on Monday, May 12, 2025, regarding the United States Government's decision to lower tariffs on China from 145% to 30%, we have revised our approach for our China-made products. We recognize that continuity and consistency are something we all strive for. Given this, we're making the following changes to provide you with continuity and consistency.

As a result of the recent tariff reduction, we will be adopting a price increase strategy rather than the market-bearing approach we have utilized in recent weeks. Effective July 1, 2025, we are targeting an average price increase of 10% to 15% on our SIP-made products. As previously announced on April 19, 2025, our standard catalog items will see an average increase of 7.4% beginning on July 1, 2025.

To prevent and limit product shortages, we are accelerating plans to bring finished goods inventory to the USA as soon as possible.

We appreciate your understanding and support as we navigate these changes.

*Mark Pumphret*

Mark Pumphret  
Vice President, North American Sales