



June 16, 2025

Dear Valued Customer,

In the past few months, the international trade market has gone through significant changes which have greatly impacted the cost of goods in many ways. Tariffs have increased significantly, along with swings in raw material costs. Rather than being overreactive, Mercer has been purposeful in waiting out these ever-evolving circumstances to put a plan in place which is fair and attempts to bring some stability to the moment.

Attached are new price lists, effective July 21, 2025, for both Mercer Culinary® and Barfly®. Despite facing tariffs of 10-70% on most products, our planning and cost absorption efforts have strongly positioned us to limit price increases to a conservative range of 0-11%.

We do not anticipate further pricing updates in 2025 unless significant changes occur. The July 15 pricing does not take into account the recently enacted Series 232 tariff increase on steel and aluminum items – increasing the percentage to 50% from the previous 25%. Our hope is that a more amicable trade policy with regard to steel and aluminum will be put in place over the coming weeks or months. All open purchase orders will be honored at current pricing.

These are trying times for our industry and our businesses. Mercer is more committed than ever to help you grow and stay profitable. We continue to work with all our supply partners to find ways to keep costs down and invest in our own operations to improve service and deliver greater efficiency.

Thank you for your support and loyalty.

Sincerely,

David Wasserman, CFSP  
Chief Operating Officer