



Tariff Update Newsletter – May 2025

Dear Valued Customer,

We continue to closely monitor our suppliers as tariffs go in effect over the next few months. Many manufacturers are absorbing costs where they can, while trying to mitigate increases by spreading the tariff increases across all goods. On most products made outside the US, we are seeing 3-10% increases. Items from China are the extreme exception, with much higher tariffs often exceeding 130%.

TriMark is proactively working on multiple focus areas to mitigate tariff impact:

1. **Inventory Planning:** TriMark United East is leveraging the national scale of our parent company, TriMark USA, to source inventory from across our multiple divisions and distribution centers where possible.
2. **Supplier Collaboration:** Our procurement team continues to do everything possible to find alternative suppliers and domestic sources where available. In many instances, product availability and pricing are aided by TriMark's buying power, partnerships and significant buying group presence.
3. **Alternative Option to Ownership:** For select pieces of equipment, TriMark offers rental programs as an alternative to purchase. This allows the customer to preserve working capital and pay an affordable, fixed monthly cost.

We appreciate your partnership as we navigate through these turbulent economic times together. We recognize that price adjustments can be challenging, and we remain committed to minimizing the impact on our customers. If you have any questions or need further clarification, please reach out to your TriMark Sales Representative or a member of our management team. Wishing you a prosperous spring and summer season ahead.

Jeff Bean, President TriMark United East

2025 Massachusetts Restaurant Association's Business Partner of the Year