



TAYLOR®

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To: All Food Service Manufacturers' Representatives

Re: 2024 Taylor Food Service Price List and Swing-A-Way Tariff Price Increase

Good Morning,

Attached is Taylor's 2024 price list, effective March 1st, 2024 as well as a spread sheet of the items that have been added, changed or discontinued. Taylor is not having a price increase at this time in 2024 except for Swing-A-Way Can Openers.

Effective November 1st, 2024, Swing-A-Way Can openers arriving at US Ports were subject to a 25% tariff. We are attempting to challenge the tariff, but as of this date the tariff is here for the foreseeable future.

The introduction of a 25% tariff is disappointing to us. As usual we will attempt to do everything possible to mitigate the effect of the tariff. We are an extremely lean company with very competitive prices. Our history of price increases is almost non-existent.

At this time though, with the tariff arriving with little lead time we are forced to implement a price increase on Swing-A-Way items. Taylor will be absorbing 15% of the tariff increase, further reducing our margins, in an effort to mitigate the tariff increase. Your cost will increase approximately 10% on Swing-A-Way effective on all orders shipping after March 1st 2024.

Should these tariffs be removed or lowered at a later date, we anticipate costs being adjusted back to the original lower costs approximately 90 days from receipt of US Government notification. It will take us a period of time to cycle through the higher cost (tariffed) inventory.

- *The attached Taylor 2024 price list price has the Swing-A-Way items that are affected by the Tariff Tax highlighted in yellow.*

Taylor has been a great partner over the years and we will continue to be so in the future. We appreciate your support and patience through these unusual times. Please feel free to reach out to myself, Jim or Joe if you have any questions or concerns.

Regards,

Kent
Kent Beaverson
Sr. VP. Sales

Jim
Jim Hassels
Sr. VP. Sales

Joe
Joe Durdin
Nationals Sales Manager-West

Cc: Shawn Kovach. Director of Customer Service