



May 2nd, 2025

RE: Tariff Environment Impacting Cost/Price Dynamic – Reciprocal Tariffs

In February we communicated a price increase announcement due to new tariffs related to steel imports (25% on all steel derivatives from all countries also known as Section 232 classified in the HTS Chapter 73) and countries associated with fentanyl (20% on all products from China).

On April 5th, a baseline reciprocal tariff of 10% was announced (excluding Canada and Mexico) along with specific rates tied to specific countries effective on April 9th. The reciprocal rates were put on a 90-day pause until July 8th, 2025. Although the reciprocal rates were put on pause, the 10% baseline still went into effect. All items that fall under the Section 232 tariff were excluded from this incremental tariff.

Effective May 27th, we will be implementing price increase on the items below:

- Camo Accessories – 9%
- Camo Guides (Pro, ProX1) – 5%
- Camo Tools (Drive, ClipDrive, Lever) – 9%
- Stinger StaplePac - \$2/box
- Stinger Tools – 9%
- Stinger Staples – 9%
- Stinger EXO Synthetic Underlayment – \$3/roll

We appreciate your understanding and cooperation as we navigate these complex changes. We are committed to working closely with you during this time and will continue to communicate any tariff changes in the future. In the meantime, if you have any questions, feel free to reach out to your National Nail field sales or inside sales representative. Thank you for your continued support of our CAMO, ProFit and Stinger brands.

Sincerely,

A handwritten signature in black ink that reads 'Jason Fretz'.

Jason Fretz
Vice President Sales National Nail

2025 tariff timeline (announcements vs. effective dates)

Announced	Tariff program	Headline duty	Effective	Key detail for fasteners & tools
Feb 1	<i>Fentanyl-related (EO 14195)</i>	10 % on all Chinese goods	Feb 4, 2025	Applies to every HTS chapter, including 7317 screws/nails
Feb 10	<i>Section 232 – steel & derivative products (Proc. 10896)</i>	25 %	Mar 12, 2025	Covers HTS Ch. 72 & 73 items such as steel nails, screws, and clips.
Mar 3	<i>Amendment to EO 14195</i>	Raises China rate → 20 % ;	Mar 4, 2025	Stacks with Section 232 where applicable (China incremental on steel fasteners = 45 %)
Apr 2	<i>Reciprocal Tariff EO 14257</i>	Baseline 10 % on most imports; higher country-specific “reciprocal” rates	Baseline: Apr 5, 2025 Country-specific grid: Apr 9, 2025	Items that fall under Section 232 are excluded. Includes items listed in the product families below.
Apr 9	<i>90-day pause on country-specific reciprocal rates (ex-China)</i>	Baseline 10 % continues	New go-live: Jul 8, 2025	Section 232 goods stay exempt from the extra 10 %