



[www.sweetenersupply.com](http://www.sweetenersupply.com)

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February 3<sup>rd</sup>, 2025

Dear Valued Ridgeland Customer,

We hope this message finds you well! We wanted to keep you updated about a few important updates regarding trade policies that might affect our industry.

**What's Happening?**

President Trump recently announced plans to impose a 25% tariff on imports from Canada and Mexico starting February 1. President Trump also directed federal agencies to explore ways to implement an "America First Trade Policy," with a report due by April 1.

**What Does This Mean for You?**

While the tariff is not official yet, we are preparing for its potential impact. Our current analysis indicates that due to these proposed tariffs there is a strong possibility that we will see a slight per pound increase in our raw ingredient supply chain for the Ridgeland Anti-cake & Flow Agents that we currently provide your company.

In following Industry Trade Rules, U.S. Customs Law, commodity contract case law along with Sweetener Supply Terms and Conditions, *if the tariff goes into effect, we will adjust the prices on all open contracts and orders to include our additional direct costs.*

**Our Commitment to You**

Your salesperson will share specific cost details as soon as it becomes available. Once the tariffs are removed, we will promptly update the prices again. We are dedicated to ensuring a smooth supply chain and will continue to manage order demand in line with forecasts.

**Stay Tuned**

We know this situation is evolving, and we are here to keep you informed every step of the way. If you have any additional questions that are not answered by your salesperson, please feel free to contact me.

Thank you for being a valued customer and partner. We appreciate your understanding and cooperation.

**Best Regards,**

Tom Speck  
Vice President, Sales and Marketing

Phone (708) 588-8400





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**March 13, 2025**

Dear Valued Ridgeland Customer,

We would like to share a few updates following our previous communications regarding tariffs.

**What's Happening Now?**

As you are no doubt aware, on February 1, 2025, the United States announced tariffs on all Canada-origin, Mexico-origin, and China-origin goods entering the U.S. A 20% tariff on all China-origin goods took effect on March 4, 2025. However, on March 5, tariffs on Canada and Mexico imports were delayed by one month. Consequently, a 25% tariff will now take effect on April 2, 2025. Additionally, the U.S. announced that reciprocal tariffs would also take effect on April 2, 2025.

**What Does This Mean for You?**

So, while the reciprocal tariffs are not yet official, we are preparing for their potential impact by researching current Country import tariffs and modeling various scenarios across our entire supply chain. Our analysis indicates a possibility of an increase in the cost of raw ingredients for the Ridgeland Anti-cake & Flow Agents we supply to your company due to these reciprocal tariffs. Amid the uncertainty and change, we have been actively evaluating the impact of these new tariff policies and implementing strategic measures to address them. We continue to monitor tariff changes and market trends to adjust our strategies accordingly. Currently, we do not anticipate any supply interruptions and are taking actions to reinforce our supply chain.

**Our Commitment to You**

Your salesperson will share specific cost details as soon as they become available. Once the tariffs are removed, we will promptly update the prices again. We are dedicated to ensuring a smooth supply chain and will continue to manage order demand in line with forecasts.

**Stay Tuned**

We understand that the situation is evolving, and we are committed to keeping you informed every step of the way. If you have any additional questions that your salesperson cannot answer, please feel free to contact me.

Thank you for being a valued customer and partner. We appreciate your understanding and cooperation.

Tom Speck  
Vice President, Sales and Marketing

Phone (708) 588-8400





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March 13, 2025

Dear Valued Delicious Honey Customer,

We would like to share some updates regarding potential tariffs and impact on our supply chain and operations.

### **What's Happening?**

As you are no doubt aware, the U.S. announced that reciprocal tariffs will take effect on April 2, 2025. Currently, the U.S. is planning to impose one rate per Country. The specifics of how much at each Country is unknown currently.

### **What Does This Mean for You?**

So, while the reciprocal tariffs are not yet official, we are preparing for their potential impact by researching current Country import tariffs and modeling various scenarios across our entire supply chain. Our analysis indicates a possibility of an increase in the cost of raw ingredients for our products, specifically Honey, which we supply to your company due to these reciprocal tariffs.

Amid the uncertainty and change, we have been actively evaluating the impact of these new tariff policies and implementing strategic measures to address them. We continue to monitor tariff changes and market trends to adjust our strategies accordingly. Currently, we do not anticipate any supply interruptions and are taking actions to reinforce our supply chain.

In following Industry Trade Rules, U.S. Customs Law, commodity contract case law along with Sweetener Supply Terms and Conditions, *if the tariff goes into effect, we will adjust the prices on all open contracts and orders to include our additional direct costs.*

### **Our Commitment to You**

Your salesperson will share specific cost details as soon as they become available. Once the tariffs are removed, we will promptly update the prices again. We are dedicated to ensuring a smooth supply chain and will continue to manage order demand in line with forecasts.

### **Stay Tuned**

We understand that the situation is evolving, and we are committed to keeping you informed every step of the way. If you have any additional questions that your salesperson cannot answer, please feel free to contact me.

Thank you for being a valued customer and partner. We appreciate your understanding and cooperation.

Tom Speck  
Vice President, Sales and Marketing

Phone (708) 588-8400





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March 13, 2025

Dear Valued Customer,

We would like to share a few updates regarding potential tariffs and impact on our supply chain and operations.

### **What's Happening?**

As you are no doubt aware, the U.S. announced that reciprocal tariffs will take effect on April 2, 2025. Currently, the U.S. is planning to impose one rate per Country. The specifics of how much at each Country is unknown currently.

### **What Does This Mean for You?**

So, while the reciprocal tariffs are not yet official, we are preparing for their potential impact by researching current Country import tariffs and modeling various scenarios across our entire supply chain. ***Our analysis indicates a possibility of an increase in the packaging costs for our Products.***

Amid the uncertainty and change, we have been actively evaluating the impact of these new tariff policies and implementing strategic measures to address them. We continue to monitor tariff changes and market trends to adjust our strategies accordingly. Currently, we do not anticipate any supply interruptions and are taking actions to reinforce our supply chain.

In following Industry Trade Rules, U.S. Customs Law, commodity contract case law along with Sweetener Supply Terms and Conditions, ***if the tariff goes into effect, we will adjust the prices on all open contracts and orders to include our additional direct costs.***

### **Our Commitment to You**

Your salesperson will share specific cost details as soon as they become available. Once the tariffs are removed, we will promptly update the prices again. We are dedicated to ensuring a smooth supply chain and will continue to manage order demand in line with forecasts.

### **Stay Tuned**

We understand that the situation is evolving, and we are committed to keeping you informed every step of the way. If you have any additional questions that your salesperson cannot answer, please feel free to contact me.

Thank you for being a valued customer and partner. We appreciate your understanding and cooperation.

Tom Speck  
Vice President, Sales and Marketing

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