

# WG WILLOW GROUP



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May 06, 2025

Dear Valued Customer,

We appreciate the trust and partnership we share with you. At Willow Group, keeping you informed and supported is our top priority-especially when external factors may impact our business together.

The U.S. Government recently introduced additional new tariffs on imported goods, effective April 9th. These changes impact products from all countries and have led to increased costs.

While these circumstances are beyond our control, please know that we are doing everything possible to minimize the impact on your business. Our team is actively:

- Collaborating with suppliers to share and reduce tariff-related costs
- Exploring alternative sourcing options from countries with lower tariffs
- Reviewing product materials to take advantage of lower duty rates wherever possible

Willow Group is updating our pricing structure based on the country of origin and commodity classifications. While we are working hard to keep these increases to a minimum, many products are currently in transit, and we can no longer absorb the rising tariff costs. We remain hopeful that the US Government will resolve the Trade War soon, allowing prices to stabilize and enabling us to replenish our inventory to better serve our valued customers. Due to anticipated product shortages this year, we recommend placing sales orders early to ensure timely delivery.

Thank you for your understanding, flexibility, and continued partnership during this period of change. If you have any questions or would like to discuss this further, please don't hesitate to reach out. Together, we will navigate these challenges and emerge even stronger.

Warm regards,

Willow Group Ltd