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**To:** Our Valued Canadian Distributor Partners

**Subject:** Tariff Impacts on Fleming Baron Products

Dear Valued Fleming Baron Partner,

The hollow metal industry continues to face challenges due to ongoing tariff policy discussions at the highest levels of government. As a result of the recent Section 232 Steel and Aluminum tariffs implemented by the US government on March 12, 2025, the Canadian government has responded with retaliatory tariffs of 25%, impacting steel imports, among other materials, including steel hollow metal products. These retaliatory tariffs came into effect on March 13. We have received a few questions from our Canadian customers in recent days on how these tariff policies will impact Fleming Baron products and business. We hope to answer a few of these questions in the following:

1. Fleming Baron has been a proud Canadian company for the past several decades. Our primary objective has been to service our Canadian customers, and this remains unchanged. The majority of Fleming Baron products are manufactured at our Woodbridge, Ontario location, **made with 100% Canadian steel**, and as such, are not impacted by the current set of tariffs implemented by the US or Canada. These include everything outside of our specialty line of products.
2. Our specialty hollow metal products are currently manufactured outside of Canada.
  - a. We have actively worked to minimize tariff impacts on many of these products, including STC, stainless, leadlined, and blast resistant. At the time of this writing, these products will not be impacted by tariffs as they are produced at our Mexico plant, and we have worked with logistics partners to legally ship these products through to Canada without incurring tariffs. Should this change at any point, we will advise.
  - b. Specialty products which are produced at our US plants will be subject to import retaliatory tariffs. At the time of this writing, such specialty products include:
    - i. Trio-E
    - ii. Stainline
    - iii. Rite Door

Due to the added costs to our business from these import tariffs for these three specialty products, regrettably, a tariff surcharge is the only viable option to respond to this market dynamic. Effective April 3<sup>rd</sup>, 2025, a 25% surcharge will be applied to new quotes to cover the additional tariff costs for Trio-E, Stainline, and Rite Door products. This will be noted as a separate line item on new quotes.

As we continue to assess this dynamic situation, should any tariff impacts change from what is outlined in this letter, we will release revised communications or notify customers at the time of quote request or order placement where applicable. In appreciation of our strong relationships and shared success over the years, we will honour all project quotes issued before April 3<sup>rd</sup>, applying the expiration date and valid escalators as detailed in each quote.

The Door Group and Door Security Solutions remain committed to working closely with you through these unprecedented times. We sincerely appreciate your support and partnership.

Best Regards,



Tim Zeng  
General Manager, Fleming and Baron