

May 13, 2025

We would like to begin by thanking you for your continued loyalty and valued partnership. Our shared success has always been built on transparency, trust, and a relentless commitment to providing high-quality products and service excellence.

Over the past several weeks, businesses across every sector—including ours—have been navigating a wave of uncertainty. Recent shifts in government policy, trade actions, and evolving regulatory requirements—particularly those affecting hazardous material categories—have created new challenges across the supply chain. We remain focused on providing stable, uninterrupted support during this time of change.

Today, May 13, 2025, we are announcing pricing adjustments across our brand portfolio, effective **30 days from this notice** or as current contracts allow. Affected brands include: **Bernzomatic® and MagTorch® Hand Torches and Fuel, Worthington Coleman® Propane and Balloon Time®**. Increases will vary by category.

Key Drivers Behind These Changes

Evolving Tariff Landscape

While a significant portion of our products are proudly manufactured in the United States, some products are sourced internationally, and many rely on critical components from global supply chains. Recent shifts in U.S. trade policy—including the Section 232 tariffs on steel and aluminum—have created cost pressure not only on imported goods, but also throughout the domestic supply chain. As U.S. suppliers adjust their pricing to global benchmarks, these increases cascade through the value chain, driving higher commodity costs for steel, aluminum, brass, and fuel.

Regulatory Compliance

New Extended Producer Responsibility (EPR) laws—especially those affecting pressurized cylinders and household hazardous waste—are transferring recycling and disposal costs to manufacturers. Categories impacted include 14oz fuel, 16oz fuel, and helium-related products. To meet these mandates, we are:

- Leading and funding new compliance and advocacy organizations such as the Cylinder Collective and Pressurized Cylinder Industry Association (PCIA)
- Launching gas cylinder collection and recycling programs, beginning with Connecticut in Fall 2025
- Complying with Oregon and Colorado's new packaging EPR regulations, which require participation to avoid a product sales ban
- Collaborating on advocacy, consumer education, and infrastructure development to support safe and responsible recycling

These efforts are essential to maintain our ability to continue offering our customers innovative products and solutions and, as a result, introduce new per-unit fees, capital expenditures, and ongoing operational costs that must be incorporated into our cost structures.



Our Commitment to Minimizing Impact

We remain dedicated to minimizing the impact of these cost increases by advocating for more cost-effective recycling policies, actively negotiating better terms with suppliers, exploring alternative sourcing options and countries of origin, absorbing costs wherever feasible and continuously optimizing our supply chain efficiencies

Next Steps and Additional Information

A detailed item level pricing breakdown is enclosed. We welcome the opportunity to discuss the information further and provide any additional insights you may need.

Given the ongoing volatility surrounding tariffs, please note that if there are any significant changes between the date of this announcement and the effective date of the price adjustments, we will communicate any material updates and needed changes as quickly and transparently as possible.

We appreciate your understanding as we navigate this evolving environment together. Your trust and strategic partnership remain deeply valued, and we look forward to continuing to serve you with the quality and dedication you have come to expect from us.

Sincerely,

James Jones

Sr. Director, Global Sales and Customer Service