

September 9 2026

Gerrie Electric Wholesale Limited is a 100% Canadian owned and operated electrical, automation and lighting distributor. We have been in business since 1957 with a foundation of passion for serving our customers and focus on ensuring our industry and market is thriving and growing in Ontario. We need our manufacturing industry, OEM/Machine Builders, Contractors and Institutions to be succeeding right here in our province. We need to support each other.

Over the last several months, the Government of Canada has negotiated intensively and in good faith with the United States to conclude a mutually beneficial trade arrangement. However, per our government, the concessions that were asked of Canada were neither fair nor economically sound, and would have undermined the interest of workers, businesses, and all Canadians. As a result of the U.S.'s decision to impose a **50 per cent tariff** on \$27.6 billion of Canadian goods effective August 22, 2026, the Prime Minister announced that Canada will match the incoming U.S. Section 338 tariffs – dollar for dollar. These new countermeasures on products imported from the U.S. went into effect as of 12:01 a.m., September 8, 2026.

The new targeted counter tariffs are concentrated in sectors such as **steel and aluminum**, which impacts products you may purchase from Gerrie such as **conduit, fittings, wire and cable, luminaires (lighting and lamps), hand tools**, dairy, appliances, agricultural equipment, pulp and paper, plastics, & **electronics**.

Our teams have been engaging with our vendor community to prepare to source the brands, local or global products you need to run your businesses, from outside of the US wherever we can, to minimize any impact to you.

When the US Manufacturer is the Importer of Record, many of these suppliers have found that the tariffs will cause the price of their products to increase beyond their control. We unfortunately will have no choice but to immediately change the pricing as any of the prices go into effect, as we do not have the ability to absorb the additional costs. There may be purchase orders that you have open with Gerrie Electric which are impacted by the manufacturer price increases and will require modification on the pricing or cancellation. Cancellation will only be applicable if the manufacturer is willing to allow it.

Where Gerrie is the Importer of Record, on products that our government implements tariffs on inbound shipments from the US, then the tariff will need to be passed onto our customer at time of crossing the border; quoted prices, existing orders placed, or Purchase Orders received are not inclusive of these tariffs and our invoicing will be adjusted to reflect the applicable tariffs; we will proceed to shipping your order with this understanding.

We are in this together and will continue to work hard to help you be successful and ensure that our country has the sustainability to help us manage through these challenging times. Thank you for your continued support, understanding, and partnership as we work together to navigate this environment. Should you have any questions or concerns, please do not hesitate to reach out to your Account Manager, Branch or Sales Manager.

Sincerely,



Co-President & CEO

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*Management System Registered to ISO 9001



GERRIE is a 100% Canadian owned company.



Platinum member