

## PRESIDENT'S MESSAGE

As we approach the summer season, some contractors develop price lists for equipment so that customers can be quoted quickly. However, the possibility of tariffs has added a degree of uncertainty. If tariffs are levied importers might add some or all of the tariff to the price. This cost could be passed down the supply chain to you. As of March 24th I have not heard of many tariff surcharges or price increases. However, they can come with little advance notice. That means a unit you buy in May might cost more in July. If you quote based on the May price you could lose money. One solution would be to get set up on line with distributors so you can get your current costs as they are established.

With only our April and May meetings left before our summer break I want to encourage you to attend on April 9th.

Looking forward to seeing you at our April meeting.

Drew Garda, President

Metropolitan NY Chapter, RSES

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