



## Tariffs - The Price Tag of Global Trade



Ever wonder why your favorite imported cheese costs more than you'd expect? You can thank tariffs for that! But what exactly are tariffs, who pays them, and who benefits? Keep reading to learn the answers to these questions.

A tariff is essentially a tax placed on goods that are imported from another country. Governments impose tariffs to protect local industries, generate revenue, or sometimes just to level the playing field in global trade. Think of it like a cover charge at a concert—you pay to get in, but in this case, the fee is tacked onto the price of goods crossing a border. But who actually pays this fee? It's not the foreign exporter—it's the importer, who usually passes the cost onto consumers in the form of higher prices.

Let's say you're a fan of French wine—as many people are. When bottles of Bordeaux head to the United States, they often face a tariff that increases their price. For example, certain French wines are subject to tariffs of up to 25%. This makes the wine more expensive for American consumers and, ideally, encourages them to consider local options like a nice Napa Valley red instead. It's a win for U.S. vineyards, but maybe not

for your wallet if you've got a taste for French vintages!

Tariffs apply to all sorts of products beyond wine. For instance, imported cars, electronics, and even clothing can face tariffs. Take European luxury cars, for example—some face tariffs of around 2.5% when imported into the United States. While that may not seem like much, it can add up when dealing with high-end vehicles, making them more expensive for American consumers. Similarly, imported textiles and shoes can carry tariffs that increase their price tags, nudging shoppers toward domestic alternatives.

But wait—tariffs aren't a one-way street! Just as the U.S. charges other countries to bring goods in, other nations also impose tariffs on American exports. Take China, for instance. American agricultural products like soybeans and pork often face tariffs when entering the Chinese market. A few years ago, during the U.S.-China trade dispute, China slapped tariffs of up to 25% on American soybeans. This made it harder for U.S. farmers to compete in China because their products became more expensive compared to soybeans from countries without those tariffs.

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### Interesting Ohio History

*Vermilion, OH was initially settled in the early 19th century and incorporated as a village in 1837. The city took its name from the nearby Vermilion River, and developed as a fishing and small-boat harbor. In 1847, the Congress of the United States built the Vermilion Lighthouse to aid navigation on Lake Erie. Later, recreational boating became very popular. During the early 20th century, the area became known as a resort community, featuring many beaches and cottages. Most structures were eventually converted to year-round use; many still are used as summer homes or vacation houses.*

### Spotlight January Winners:

**Bowling Green, Fostoria #1,  
Fostoria #3, & Ottawa, OH**

### In this issue:

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Even everyday products like American-made bourbon whiskey face tariffs when exported to countries like the European Union. In response to U.S. tariffs on steel and aluminum, the EU imposed a 25% tariff on American whiskey, causing a noticeable drop in exports and impacting distilleries across Kentucky and Tennessee. The global trade stage can often feel like a game of economic chess, where each move leads to a counter-move.



So, who benefits from tariffs? Local businesses and industries often see increased demand for their products because imported goods become more expensive. Governments also benefit from the additional tax revenue collected from tariffs. However, the downside is that consumers end up paying higher prices, and exporters can struggle to sell their goods abroad when faced with foreign tariffs.

Interestingly, the United States often holds the upper hand when it comes to tariffs. As one of the world's largest economies and a major consumer market, the U.S. has significant leverage over its trade partners. Many countries rely on exporting their goods to the American market, giving the U.S. an advantage in negotiations. For example, when the U.S. imposes tariffs on goods from other countries, those nations often face a tough choice: either absorb the cost, making less profit, or pass it on to consumers, which can hurt their sales. This economic clout allows the United States to use tariffs as a bargaining tool to push for better trade deals.

Next time you find yourself eyeing that pricey bottle of imported wine, savoring a slice of cheese from abroad, or admiring a sleek European car, you'll know that tariffs are part of the reason for the cost. And, if those prices encourage you to explore more local products, that's a silver lining to us!

## Building #5 Progressing Toward Completion



*July 25, 2024*



*November 18, 2024*



*February 25, 2025*





## OSHA Training OSHA 10 Course Passed

By Ohio Logistics' Nate Frasure

We are proud to recognize the Trenton, OH Supervisors and Corporate Maintenance team for successfully completing and passing the OSHA 10 course! Their dedication to workplace safety and commitment to learning will help ensure a safer environment for everyone.

The OSHA 10-Hour General Industry Training covers essential safety topics, including hazard recognition, PPE requirements, lockout/tagout, fall protection, electrical safety, and more. This course equips workers with the knowledge to identify workplace hazards and take proactive steps to prevent injuries.

Thank you all for your time and effort in this important training. Your focus on safety makes a difference every day!



## STL Achievement

By Southern Tier Logistics' Jordan Huffman

I am thrilled to share an incredible milestone with all of you: we have officially reached 6 months OSHA recordable free! This is no small feat and reflects the dedication, hard work, and commitment to safety that each and every one of you demonstrates day in and day out.

Achieving 6 months without a recordable incident is a testament to our culture of safety and the proactive measures we take to protect ourselves and our coworkers. It's a direct result of your ongoing efforts to stay vigilant, follow safety protocols, and look out for one another.

This achievement is a significant moment for us, how we have all come together to prioritize safety in everything we do. Let's continue to build on this momentum and work toward even more milestones in the future.

Thank you for your unwavering commitment to keeping our workplace safe. Together, we're making a real difference!



### Test Your Logistics IQ:

1) Incoming or inbound shipments are items that are received into a business, such as raw materials, supplies, or other goods from suppliers or manufacturers. Inbound shipping also includes procurement, manufacturing, assembly, storage, and inventory management.



2) An invoice, forwarded by the seller of goods prior to shipment, that advises the buyer of the particulars and value of the goods. Usually required by the buyer in order to obtain an import permit or letter of credit.



3) A system in which each warehouse controls its own shipping requirements by placing individual orders for inventory with the central distribution center. A replenishment system where inventory is "pulled" into the supply chain (or "demand chain" by POS systems, or ECR programs). Associated with "build to order" systems.



### March Dates of Importance:

- March 3 - National Anthem Day
- March 4 - Mardi Gras
- March 5 - Ash Wednesday
- March 7 - Employee Appreciation Day
- March 9 - Daylight Savings Begins
- March 17 - St. Patrick's Day
- March 20 - Start of Spring
- March 29 - Vietnam Veterans Day

Answers to "Test Your Logistics IQ"

- 3. Pull Ordering System
- 2. Proforma Invoice
- 1. Incoming Shipments

### We are members of:

- IWLA
- NAFTZ
- OTA
- ATA
- CBICC
- Grant County Chamber
- Putnam County Chamber/Econ. Dev.
- Fostoria Chamber/Econ. Dev.
- Wood County Chamber
- Fulton County Chamber
- Findlay Hancock County Alliance
- Bellevue Chamber of Commerce
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## Tech Talk

By Ohio Logistics' IT Manager, Mike Spradlin



Welcome to "Tech Talk," your inside source for all things IT. Let's talk "technical debt." What is it and how does it impact the logistics world? In the fast-paced world of third-party logistics (3PL), outdated technology can be more than an inconvenience—it can be a hidden liability. Technical debt refers to the long-term costs of delaying system updates, software enhancements, and infrastructure improvements. This leads to data silos, slow processing times, and a lack of real-time visibility. The longer companies wait to address these issues, the more complex (and expensive) the necessary fixes be-

come. Security is another major concern. Older systems are prime targets for cyber-attacks, as they often lack the latest security patches. A single data breach can result in financial loss, legal consequences and damage to the company's reputations. While the cost of change is often high, the cost of doing nothing can be even higher.

Did you know? In 2025 technical debt is expected to consume nearly 60% of IT department budgets globally.

Fact: The largest ransomware attack cost the targeted company \$40 million!



## Meet Quinton Clark

Quinton is a four-year Associate and IT Specialist for our Southern Tier Division. Read below to learn a little more about him.



OL: Tell us about your family.

Quinton: My mom and dad are retired, and I have an older sister who lives in Maryland with her family.

OL: How do you like to spend your free time?

Quinton: I enjoy playing video games, read-

ing manga, and painting miniatures for Warhammer 40,000.

OL: If you were given \$5,000 to spend on something you want, but don't need, what would it be and why do you want it?

Quinton: I would spend it on more Warhammer miniatures to get better at painting them, enter them into contests, and take them into tournaments.

OL: If you wanted to impress someone by cooking them a meal, what would you prepare?

Quinton: Roasted mammoth meat, with griffin eggs, and freshly squeezed orange juice.

OL: Tell us about the best vacation you've ever taken.

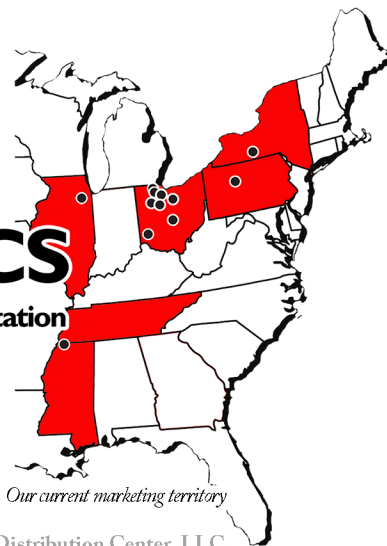
Quinton: My family and I took a Disney cruise around the Bahamas.

OL: Where is your favorite escape within 100 miles of home?

Quinton: My apartment is my favorite escape.

OL: Tell us something about yourself that most people don't know.

Quinton: I had the lead role in one of my high school musicals.



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*"There are two ways to be fooled. One is to believe what isn't true; the other is to refuse to believe what is true."*

*- Soren Kierkegaard -*

### Happy Birthday To You!

#### OL Ohio

Rosa Alastre DeColina 3/7

Anton Dixie 3/1

Ryan Gase 3/15

Mitchell Konst 3/26

Greg Orwick 3/9

Bridget Peters 3/9

Amanda Ritter 3/3

Jordan Salyers 3/21

Gerardo Sanchez 3/30

Kerry Scott 3/23

Valerie St Clair 3/28

Hunter Straub 3/30

Quentin Westerfield 3/3

Rick Wolfe 3/9

#### OL Southern Tier Div.

Bryant Angrove 3/14

Travis Askins 3/7

Tammy Brewer 3/28

Brian Brown 3/17

Phillip Christian 3/20

Christopher Gorvino 3/27

Kenneth Milazzo 3/26

Dustin Rehkopf 3/18

Christine Taft 3/4

Brian Tuttle 3/6

Tim VanDusen 3/21

Phillip Youngman 3/3

#### OL Penn Centre Div.

BillJo Hutchings 3/14

#### OL Olive Branch Div.

Yolanda Thompson 3/4

### It's Your Anniversary!

#### OL Ohio

Skylynn Aldrich 3 Years

Matt Bracy 1 Year

Luz Cardenas Lopez 2 Years

Andrew Costley 6 Years

Nathaniel Frasure 2 Years

Charles Hackworth 7 Years

Zachariah Hall 1 Year

Anthony Keegan 1 Year

Travis Kirkendall 6 Years

Missy Kroeger 4 Years

Russell Lane 1 Year

Kenneth McConnell 1 Year

Greg Orwick 1 Year

Santro Salons 1 Year

Robert Suber 1 Year

#### OL Southern Tier Div.

Tammy Brewer 4 Years

Mathew Bryant 4 Years

Penny Elliott 2 Years

Todd Farr 1 Year

Eric Johnson 1 Year

Richard Matthews 19 Years

Kenneth Milazzo 1 Year

Brian Tuttle 10 Years

John Wood 2 Years

#### OL Penn Centre Div.

Timothy McGill 5 Years

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