



# Sales Bulletin

## MARCH PRICE INCREASE

Dear Valued Distributor:

Due to continuing unprecedented cost pressures, Bobrick, GAMCO and Koala Kare will implement a **price-increase** effective March 14, 2022. Contributing factors include:

- USA-based Manufacturers of stainless steel products are subject to industry-wide capacity constraints and Section 232 Tariffs, contributing to significantly higher prices; Nickel, a key component of stainless steel, is trading at a 10-year high, and nearly double the average 2019 price;
- Raw material and labor shortages have contributed to lead-time extensions and inflationary cost pressure across all business categories; Supply and demand for vessels, containers and equipment at global ports and in domestic transportation networks have resulted in unprecedented **increases** in both inbound and outbound freight.

While Bobrick has initiatives to mitigate the full extent of the cost **increases**, continued cost pressure makes it difficult for us to absorb these **increases** going forward, resulting in a **price increase**. Net prices will **increase** with the following ranges, depending on SKU and/or product category:

- Bobrick Washroom Accessories: 6-9%
- Gamco Washroom Accessories: 4-6%
- Baby Changing Stations: 8-15%
- Toilet Partitions: 5-8%
- Maximum and Enhanced Privacy Toilet Partitions and Cubicles: 8-11%

Some models with exceptional cost **increases** will have a **price increase** greater than the ranges listed above. Please reference our **price lists**, which will be available on iBob on February 28th, for pricing on specific models. Standard 30-day expiration terms will apply. Orders reflecting former pricing must be received by March 13, 2022.

Thank you for your continued support.

David Leigh  
V.P. of Marketing

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