

Sanitaire®

May 9, 2022

Subject: Sanitaire Pricing Update Effective 8/1/2022

Dear Valued Partner,

As we navigate the current economic environment, inflationary pressures continue to mount on costs to manufacture and transport products. Key commodities such as copper, cold rolled steel, corrugated and resins continued to increase in the back half of 2021. While some costs have begun to stabilize, they are at higher rates than anticipated at the time of our last pricing action. Already high inbound and outbound freight costs are experiencing additional pressure from the cost of oil. The Sanitaire team remains focused on an active cost and expense mitigation process as part of our normal course of doing business. Unfortunately, these increases are too significant to absorb.

Effective August 1, 2022, Sanitaire will be taking a price increase to help offset the impact of these costs. This action is necessary to ensure the ongoing investment needed to grow the Sanitaire brand with our partners and consumers. Your sales representative will be contacting you with the specific details in the coming weeks. We appreciate your ongoing support of Sanitaire/BISSELL. If I can be of any help, please do not hesitate to contact me.

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