

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

February 11, 2022

Bobrick Washroom Equipment, Inc.
6901 Tujunga Avenue,
North Hollywood, California 91605-6213

