



Sales Bulletin

JANUARY PRICE INCREASE NOTIFICATION

Dear Valued Distributor:

Over the past two years, Bobrick has effectively managed supplier and raw material costs, which enabled us to keep Distributor Net prices stable. However, rising costs in labor, energy, and raw materials, particularly compact grade and high-pressure laminate have continued to escalate, making it increasingly challenging to fully absorb these expenses. As a result, Bobrick and Koala will implement a price increase effective **January 1, 2025**.

Listed below are average increases by product line:

Bobrick Partitions Compact Laminate (CL) and SierraSeries® (SCRC)	8-10%
Privada and Evolve Cubicles	8-10%
Bobrick Washroom Accessories	2-3%
Koala Kare Baby Changing Stations, Seating and Adult Changing Station	2-3%

Please note that price increases will vary by SKU and/or product category. For changes by product, please reference our price lists, which will be available in iBob on **November 18, 2024**. Standard 30-day expiration terms will apply. Orders reflecting former pricing must be received by **December 31, 2024**, for immediate shipment. We will honor orders that were previously quoted with extended terms.

Minimum Advertised Pricing (MAP) should be adjusted on your websites no later than January 1, 2025.

Thank you for your business and continued support.

Adriane Dekirmendjian Pricing and Analysis Manager

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