



February 11, 2022

To our valued customers

I hope this letter finds you well.

These past two years have been unprecedented in our history, and it has taken its toll on all of us – physically, financially and mentally. It appears now that finally this virus is beginning to wane, and we can look towards a real recovery phase. Still, one of the ‘long Covid’ symptoms we are still dealing with is the lingering effects on the supply chain and inflation. At Lambskin Specialties we are not immune.

Over this past year we have been dealing with increases at almost every level of our business, including:

- 1) Raw materials – shearlings, handle components (plastics), fabrics
- 2) Finished goods - including utility handles, microfiber pads, synthetic dusters
- 3) In bound ocean freight – increased 4-5x
- 4) Domestic freight – incoming and outbound –almost doubled
- 5) Overhead – particularly energy costs
- 6) Labor costs

As a result, we have found it necessary to implement an increase across our entire line. The new pricing is effective presently. Current accounts will see the new prices implemented on orders received as of March 1st.

We have limited most increases to between 2.5 and 5%. We have also found it necessary to increase our PPD Freight Minimum to \$400. However, with our ever increasing selection of products available (as well as the increased prices) we are confident that this will have minimal impact. We encourage you to consider introducing new products from our line – such as the Electrostatic Dusting Sheets, The MultiFlex System, or WindowPros – to meet the new minimum.

Thank you for your understanding, and for your commitment to the DUST WAND line and all the great products brought to you by Lambskin Specialties. After over 52 years, it continues to be our honor to serve you and this great industry.

Sincerely

Myron

Myron Schultz
President
Lambskin Specialties

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