

## JANUARY 2026 PRICE INCREASE NOTIFICATION

Dear Valued Distributor,

We are writing to inform you that Bobrick Washroom Accessories, Toilet Partitions, and Koala Kare will be implementing a price increase **effective January 1, 2026**.

Earlier this year, we implemented a modest price increase in direct response to tariffs. We successfully held prices steady through the remainder of 2025, despite continued cost pressures and additional tariffs imposed after the March adjustment. Our strong U.S. manufacturing presence, combined with operational efficiencies, allowed us to absorb rising expenses and honor our committed pricing and project terms in 2025.

In addition to ongoing inflation in labor and material costs, this upcoming adjustment reflects several structural cost drivers that will influence 2026 pricing:

- **Domestic stainless-steel inflation:** Following recent tariff expansions, major U.S. stainless-steel producers have implemented price increases of 18–27% on 300 Series stainless steel throughout 2025. The Section 232 steel and aluminum tariffs remain in effect and were expanded in August 2025 to include additional washroom accessory products, with duty rates increasing from 25% to 50%.
- **New baseline of trade impacting accessories and partitions:** In August 2025, trade agreements with Canada, China, Europe, Taiwan, and other key partners were clarified, reducing some uncertainty but establishing a higher long-term cost baseline compared to the pre-tariff environment.
- **Further investments in North America to mitigate future risk:** To reduce exposure to offshore trade disruptions, we continue to reinvest in U.S. manufacturing capacity and capabilities. These proactive efforts increase near-term costs but strengthen supply security, shorten lead times, and reduce risk over time.

Average Net increases by product line (effective January 1, 2026):

- Washroom Accessories: **6%**
- Koala Kare Baby Changing Stations & Seating: **4.5%**



# Sales Bulletin

- Bobrick Traditional Toilet Partitions: **8-10%**, Privada and Evolve Cubicles **3%**

Note: Adjustments will vary by SKU and category. Product-level pricing will be available December 1, 2025, in iBob. Standard 30-day terms apply. Orders at current pricing must be received by December 31, 2025, for immediate shipment. Previously quoted orders will be honored under their original extended terms.

Minimum Advertised Pricing (MAP) must be updated on your web listings by January 1, 2026.

Thank you for your partnership and continued support. We remain fully committed to delivering the high standards of quality, reliability, and service you expect now and in the future.

If you have any questions, please reach out to your local Sales Representative.

BOBRICK WASHROOM EQUIPMENT, INC.

Nilofar Yagana  
Vice President of Marketing

November 25, 2025

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

