



LINZER

PRODUCTS CORP.

Main Office: West Babylon, NY 11704 Tel: (631) 253-3333 Toll Free: (800) 221-0787 Fax: (631) 253-9750
Western Division: San Fernando, CA 91340 Tel: (818) 979-0030 Toll Free: (800) 423-3254 Fax: (818) 979-0039
Midwest Division: Kankakee, IL 60901 Tel: (815) 933-3742 Toll Free: (888) 332-7874 Fax: (815) 933-3743

August 2nd, 2021

Dear Valued Customer,

We sincerely appreciate your patronage through the challenges of the last couple of years. Linzer is proud to have worked so closely with our customers during this time to maintain the flow of paint applicators and sundries as we have all navigated this extraordinary increase in demand; all the while, making the safety and well-being of our associates our top priority. Over the last 12 months, Linzer has made significant investments to ensure supply chain availability which has included bringing in large inventories of finished goods and raw materials, expanding space to hold the additional goods and improving our production efficiencies.

While increases in resin, fabrics, steel and labor costs have been menacing, the cost of transporting raw materials and finished goods from overseas has had pronounced adverse effects on our cost structure. At present, the cost of bringing a container from China to the U.S. East Coast is more than 400% greater than it was 12 months ago, which is double what it was just three months ago. The supply and demand projections indicate that these high freight costs will continue through at least much of 2022 before leveling off. Domestic freight increases are not quite as dramatic, but a significant part of the costing challenges we face, nonetheless. These sizable and sustained inflationary pressure we have seen in raw materials and transportation this year have gotten to a level where we are unable to absorb the entirety of these increases.

We ask for your understanding as you review our new prices. The increase will be effective October 1st, 2021. The new price list will be made available in the upcoming days.

Your Linzer sales manager is always available to answer any questions you may have regarding our increase.

Best Regards,

Brent Swenson
President