



Monday, January 31, 2022

## Price Increase Announcement

Dear Valued Channel Partner,

We are all experiencing the constraints placed on us by a poorly performing supply chain and the delivery problems which naturally follow. In addition, price increases that seem to hit us all nearly every day. Demand for conveyor products remains high as well as other equipment and the expectation is factory automation will be a hot topic for many of our customers as they work through the need to offset labor shortages paired with increased demand for their products. Expectations across manufacturing indicate certain materials will remain in short supply and prices will stay higher likely through 2022.

Dorner is monitoring commodity supply and pricing daily. Products such as aluminum, stainless steel, engineered plastics, power transmission components, belting and fabricated metal parts have all increased significantly and in select cases are in short supply. Packaging materials such as wraps and corrugated have also increased over 10% in the last year. Our LTL-freight rates have more than doubled and we have worked through two payroll increases in the last 4 months.

Dorner needs to apply a price increase to keep pace with the multiple cost increases we are experiencing. Effective, April 1, 2022, an increase of 5.5% will be assigned to all conveyor products and aftermarket parts and belts.

Please note Dorner's DPricer will update automatically reflecting the scheduled increase. If you log into DPricer on April 1st the increase will be applied to all products. Dorner will honor quotes written prior to April 1st for one month (through Friday, April 29th). If possible, please generate orders for current projects before the end of April to best leverage current price levels.

We continue to work on ways to offer increased services to our channel and customers via initiatives that will help us supply more products to you faster. These include consistent product development and hiring initiatives paired with increasing inventory levels where possible.

Please contact your Dorner Regional Manager if you have any questions regarding this increase. We extend our thanks and value your continued hard work and cooperation. Best wishes for sales success!

Regards,

**Matt Jones**

**Vice President Sales**

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**Dorner**

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