



Information on price developments from 01.09.2022 for our trading partners

Dear Sir or Madam,

Many actions on our part, which we have implemented this year, have resulted in relative price stability of our products. Consistent increases in our stock, in conjunction with a larger order volume, have achieved the desired effect. However, purchase prices and other costs that we are facing continue to develop to the detriment of us all. The crisis situation, which is coming to a head, is caused by the effects of the pandemic, the resulting disruption of procurement channels and an almost unprecedented negative development of the euro but also by significantly increased raw material and energy prices.

As a reliable partner to the trade, we see it as our duty to balance out the uncertainties in pricing as far as possible for you and we hope to continue to offer you fair prices in the future. In contrast with the general market trend and for the benefit of our customers, we refrained from making any large price increases in the winter.

Now, we are unfortunately no longer able to forego price increases. As the price situation differs widely from one product to the next, it is impossible to make a uniform percentage adjustment across the range. Nonetheless, we can assure you that the forthcoming increase in prices will be moderate in comparison with many other consumer goods. When we reach 01.09.2022, we will announce the prices that are valid from this date via our online shop and the relevant data lists. In the current situation it is impossible to determine further price developments for 2023. If prices fall, we are of course willing subsequently to make downward adjustments.

We hope you have a wonderful late summer and a successful season of promotional products.

Best regards,

Meinhard Mombauer
Managing Director

Peter Leseberg
Marketing and Sales Manager