



Mendrisio, 20.04.2021

## Availability of raw materials and price adjustment

Dear Customers,

For months, the demand of raw materials increased significantly. The situation in relation to COVID 19 forced some suppliers of raw materials to decrease their stock and their production capacities. Because of this situation, we are facing today a severe shortage of raw materials and significant price increases.

We received price increases by minimum 10% up to 30% and more for nearly all raw materials. Unfortunately, we are not able to recover these price differences ourselves. Therefore, we have to increase of our prices.

The price increases relate exclusively to raw material costs and have a corresponding effect on the prices of the articles produced by us. Depending on the share of raw material costs in the total manufacturing costs, the price adjustments vary between 5 and 25%.

At the same time, unfortunately, significantly longer lead times due to the availability of raw materials have to be expected.

We do our best to minimize the impact on you, our customers. Unfortunately, we cannot make any general statements at this point. Here, each order has to be judged individually.

With our best regards,

Andreas Spittel

Carlo Lorandi

Commercial Director

Sales Manager