



April 30, 2021

To: All OCISitwell Dealers

As a result of unprecedented price increases from vendors/suppliers and freight companies, we are implementing a 5% temporary surcharge effective May 7th on all new orders. Orders and quotes received prior to May 7th and shipped under normal lead times will not be assessed the surcharge. All orders from quotes that have been issued prior to May 7th will be honored until May 28th and must ship in our normal lead time.

While we accounted for many increases in our 2021 price guide, these most recent increases in our materials and freight costs were not. For example, we recently have encountered shortages of foam which have resulted in foam increase upwards of 35% over the past few months. Our incoming freight costs from our overseas manufactures has also increased substantially due to shortages in containers and ships. Every item we buy has had additional price increases and at this time we cannot continue to absorb them without having a surcharge. We hope this surcharge will be temporary and we will be able to remove it at a later date.

We appreciate the continued support from our dealers and encourage you to contact us if you have any questions or concerns.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jay Klapper', written over a white background.

Jay Klapper
President