



Pendant Systems
The Lighting
Suspension Specialists!

PENDANT SYSTEMS

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November 14, 2021

Dear Customer:

The current environment has negatively affected every conceivable material commodity. Material cost increases are unprecedented in my lifetime and matched with a shortage of labor and increased labor costs. Pendant Systems is seeing punishing price increases in Steel, Copper, Packaging, Transportation along with unchanged tariffs. We wanted to give notice of a price increase effective 1/15/22.

Most items will have a 10% increase except for the Stems and our Deep Canopy products. The Stems and Deep Canopy products are radically affected by major steel costs therefore these products will increase 20%. This increase is needed due to a 73% increase of raw steel tube material costs in the 2021 calendar year alone and another 10% of increased powder coating costs. There are also a few anomalies like our J-Box which will be addressed individually because of unusual material increases.

Our inventories here have grown to ensure supply to our customers. We have continued to be proactive in trying to secure material 6-9 months in advance, even without locked in pricing blanket orders.

With that said, we will need to pass on this increase effective 1/15/22. We look to grow with you and continue to be successful as your resource for your lighting suspension requirements and work thru these turbulent times.

Please contact our Customer Service Department or me if you have any questions with any items.

Thank you for your cooperation. As always, we appreciate your business .

Sincerely,

Pendant Systems

Michael C. Lenherr
President