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3765 Champion Boulevard
Winston Salem, NC 27105

RE: Price Increase Implementation on all Bi-Line products.

Dear Valued Partners,

Effectively immediately Bi-Line will have a price increase for all items that have not been purchased. This announcement coincides with the Champion Price increase on September 1, 2021 that was announced in June. In order to prevent a price increase all items need to ship prior to September 30, 2021. Bi-Line is at scheduled capacity and scheduling items to ship after October 1, 2021.

Bi-Line has worked to mitigate our cost pressures, but a price increase is necessary to offset the dramatic increases we are seeing in our supply chain. Unfortunately we cannot overcome the increases in the cost of steel, components, labor, and freight. We understand this price increase has a negative impact on many projects, but in order to maintain competitive lead times, and maintain the high quality the increase is mandatory.

We are asking for all Bi-Line quotes that are not an existing order to be sent to your local Champion/Bi-Line representative or directly to Champion / Bi-Line for updated pricing. We are anticipating a price increase of 8-15% depending on the size and scope of the Bi-Line project.

Even with this increase, you will find that Bi-Line is still in a very competitive pricing situation in the market. We continue to strive to be the Total Dish room Solution Company for you and your valued customers.

Please let us know if you have any questions regarding the increase and we thank you for your support.

Best Regards,

Jay Bravinder
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CC: Will Means, President