



Dear Valued BlueStar® Dealer:

I hope that 2019 is off to a great start for you. I would like to take this opportunity to thank you for a great 2018 and to invite you to visit us at the upcoming KBIS / IBIS Show (Booth #C2129) to see a preview of even more exciting things to come from BlueStar®!

Over the past several months, we have experienced sharp increases in materials, logistics and labor costs. Inflationary pressures remain strong in global markets, further compounded by regulatory actions implemented by the Chinese government.

As a result, effective April 1, 2019, BlueStar® will implement price increases for all product categories, with the average increase between 3% and 5%. Your BlueStar® Territory Manager will provide you with updated price lists as the effective date draws nearer. The last day to submit orders at current costs is Friday, April 5, 2019.

In coordination with the release of the new price lists, we also look forward to sharing our enhanced warranty program with you. We are always looking for ways to increase value for our customers and to support your efforts on behalf of our brand and we feel our updated warranty is more closely aligned with those objectives.

Thank you for your consistent support of our brand and products. We appreciate your business and look forward to a strong 2019!

Sincerely,

Karol Becker  
Vice President, Sales