



September 14th, 2021

To: Our valued Dealers

Thank you for being a loyal and consistent partner to JACLO Industries over the years. Your satisfaction is very important to us. We are confident we have been successful in providing you with excellent customer service and products.

This letter is intended to provide you with **60-days' notice** of price changes that will take effect on **November 12th, 2021 - 8pm EST**. Any orders received after this date and time will be subject to new pricing. This is not a flat increase. Some product pricing is increasing, some staying the same and others are decreasing. The attached pricing file, which includes model numbers, UPC, descriptions and list pricing can be used to load into your ERP system.

We will offer a digital catalog, as well as each product on our website, JACLO.com, that will reflect all updated pricing. A link will be available to download by clicking the 'catalog tab' at the top of our main landing page. Your current hard copy catalog can still be used for informational purposes, but you will need to reference your ERP system, JACLO.com or our digital catalog for correct pricing. We plan on printing a hard copy of our catalog, with many new product additions in early 2022.

KEY CHANGES:

FINISH OPTIONS

We are discontinuing the following finishes:

- Bombay Gold (**BG**)
- Jewelers Gold (**JG**)
- Europa Bronze (**EB**)
- Tristan Brass (**TB**)
- Sedona Beige (**SDB**)

We are adding a new finish:

- Graphite (**GPH**)

We have also made some changes to our finish groupings:

- **PCH**- Polished Chrome
- **Group A:** Satin Nickel (**SN**); Polished nickel (**PN**); Unlacquered Brass (**ULB**)
- **Group B:** Matte Black (**MBK**); Oil Rubbed Bronze (**ORB**); Vintage Bronze (**VB**); Polished Brass (**PB**); Satin Chrome (**SC**); White (**WH**)
- **Group C:** Antique Brass (**AB**); Antique Copper (**ACU**); Aged Unlacquered Brass (**AUB**); Bronze Umber (**BU**); Caramel Bronze (**CB**); Graphite (**GPH**); Pewter (**PEW**); Satin Brass (**SB**); Satin Copper (**SCU**) and ALL JACLO=COLOR options;
(RED)(COR)(AMB)(LIM)(ALD)(GRN)(AZB)(GRY)(LAC)(PNK)(PLM)
- **Group D:** Black Nickel (**BKN**); Polished Copper (**PCU**); Polished Gold (**PG**); Satin Gold (**SG**)



FREIGHT

In conjunction to the updated pricing and due to the nature of increased shipping/freight costs, our Free Freight Allowed (FFA) policy is also being updated.

- New York Metro area: **\$400 NET sales FFA (full freight allowed)**. Excludes residential oversize drop shipments
- Continental US: **\$750 NET sales FFA**. Excludes residential oversize drop shipments
- Hawaii, Alaska, Canada: **\$1500 NET sales FFA**. Excludes residential oversize drop shipments
- All shipments are prepaid and add if not FFA.
- All residential (as qualified by shipper) "drop shipments" are subject to a **\$7 surcharge**.
- All other shipments out of country, Less-Canadian shipments will be FOB New Jersey, no FFA.

DATA FILE

- Please refer to the "**README**" tab within our data file for more detailed information
- Please use this file to load the data to your ERP system

If you have any questions or concerns, please contact:

- Anthony Hajjar anthony@jaclo.com (C: 862-668-3356)
- Bill Schwarz- Bill@jaclo.com (C: 609-276-1162)

Thank you!

Your Friends at JACLO