



# SEPTEMBER 2021 PRICE INCREASES

**4th August 2021**

As you will no doubt be aware, our whole economy is still facing considerable challenges relating to the importation of goods from overseas – particularly from Asia.

When we set our prices for 2021 last December, we anticipated increased freight costs in the first quarter of 2021 but with costs then steadily falling to normal. In fact, costs have continued to stay at record levels and the recent Covid outbreak in Guangdong province has further increased the shortages of container space and sent costs even higher. A 40-foot container is costing at least 5 times the pre-pandemic rates and this continues to add approx. \$10,000 -12,000 per shipment to freight costs. We see no short term end to these circumstances.

This extra cost of freight space alone is adding over 7% to our product costs from Asia and we must now reluctantly pass some of these costs on to our customers.

Therefore, with effect from September 1st 2021, we will be increasing the prices of all imported Winlock/Easyfit products by 3.75%.

UK manufactured products are unaffected.

These increases do not apply to orders already placed for Winlock or Easyfit branded products irrespective of the delivery date required. They are fixed for 2021, provided sterling stays in the range of US\$1.25-1.40.

We hope that by giving customers extended notice of these unwelcome, but unavoidable, price increases, it will allow you all time to adjust your specifications or prices where needed.

In the meantime, we will continue to do whatever we must to keep our customers supplied despite the disruption to container deliveries from Asia. If these costs return to more normal levels in 2022, then we will then reflect these cost reductions in our future pricing.

## Other Brands

In addition, we have been notified of price increases by some of our other branded suppliers which are listed below. In all cases, these increases are being applied to us in August but we will not be applying them to our customers until Sept 1st 2021. Existing orders are unaffected. The suppliers concerned are:

**Nico - 9% Ingenious - 6.0%**

**Zoo - 5.9% Avocet - 3.3%**

**Era - 5.9% Glazpart - 6% - 30% (depending upon the range)**

These are unprecedented circumstances, and we all have to take the steps necessary to protect our supply chain and our business for the longer term.

Yours sincerely,  
For Winlock Security Ltd

  


Alan Parker,  
Managing Director