

Johnson Hardware Customers,

Starting on January 1, 2027, we will be implementing a price change. Any orders coming in before that date will qualify for current pricing. We will only be able to hold orders for shipment until the end of February at current pricing. Any orders that are requested to ship March 1, 2027 or later and come into us before January 1, will be subject to the January 1, 2027 pricing.

We have tried to hold out as long as possible, but continued high costs in aluminum, nylon, corrugated and increased costs in the logistics of getting raw material delivered to us due to the increase in diesel costs has forced our hand. Our last price change was October 2021. Inflation alone in that time period has been an accumulated 22-25%. But we have seen some localized costs to items such as aluminum that have been even greater than that. Please know that it weighs heavily on us whenever we need to implement price increases. Hopefully, this will be the last one for awhile, again.

Reply back to this email or send an email to brolon@johnsonhardware.com or azimmer@johnsonhardware.com to request your updated catalog with discount schedule and/or to request a new printed catalog to be mailed. We will be able to email a link to the pdf of the catalog right away. Otherwise, a physical catalog, if requested, will come in the next 4-6 weeks.

Your sales rep for your market should also be reaching out, as well. If you are not the correct person in your organization, please forward this on to the correct person, if possible.

Let us know if you have any questions. Bruni, Ashley, Steve and myself are here to help.

Thank you so much for your continued business.

Regards,

Nathan Johnson
Sales and Operations

L.E. Johnson Products, Inc.
www.johnsonhardware.com