



**July 2, 2021**

Dear Valued Trade Partners,

We are experiencing higher than anticipated, broad-based cost increases from our suppliers. The most significant increases are coming from steel, freight, and sourced materials and components. We have taken actions to minimize the impact, but the magnitude requires us to pass along a portion of this increase.

Effective October 1, 2021, The HON Company will be implementing a price adjustment for products offered under our HON & Sadie brands. The average price adjustment is a 6% increase.

To qualify for current pricing, including bids, orders must be received by **September 30, 2021, at 4:00 PM CST** and ship with the best available date based on capacity. Orders received after that time will be entered using updated pricing.

Digital pricers will be available by September 20, 2021 on the [HON Ready Portal](#). HON printed pricers will be delivered in early October. Updated pricing will be available in the September specification software releases. Below is a schedule of the planned software release dates. [Please reach out to the Design Tools team](#) with any questions you have.

Specification Tool	2021 Price Zone 5 Quoting Available	2021 Price Zone 1 Quoting Standard
Configura CET	August 9, 2021	September 16, 2021
ProjectMatrix	August 9, 2021	September 16, 2021
Hedberg	August 9, 2021	September 16, 2021
2020 CAP Giza	Online: August 23, 2021 DVD: No DVD	Online: September 16, 2021 DVD: September
Kits Collaborator	August 30, 2021	September 16, 2021

We are continually working to control costs and furnish the industry's best product lines at the most competitive prices.

Please contact your HON BDM with specific questions.

Best Regards,

**Jim Foster**  
VP & GM, Merchandising  
The HON Company