

# THE MOSAIC FACTORY

## **Delivery times:**

As you might be aware, transport costs from the far East have increased substantially this past year. For many of those who source their products there, this increase was reason to raise prices in January.

We, however, did not raise our prices, since the euro obtained a stronger position compared to the dollar. In addition, prices were expected to lower after Chinese New Year, although the previous level at the beginning of 2020 will probably never be reached again.

Unfortunately, the following situations occur now:

1. The dollar still has a favourable position, but ...
2. Production locations are asking for higher prices because of this.
3. Transport costs have in the meantime increased with factor 7 compared to one year ago.
4. Goods we order are ready to be shipped, but it is extremely hard to find empty containers.
5. If we find an empty container, it poses a challenge to get a spot on a boat.
6. This week it was announced ports in China are closed due to COVID-19, meaning no orders are being shipped at all. We have no idea how long this is going to persist.

We are lucky to be only dealing with a scarcity of transport, not with a scarcity of products or production capacity. We can and will be anticipating on this, but that takes some time.

We notice delivery times are increasing and fluctuating once they are set. We try to anticipate on this and inform you as well as we can. However, we cannot help to disappoint you sometimes and we understand orders get cancelled then.

In the current situation we advise you to order on time and to order enough.

## **Pricing:**

For the longest time changes in our collection were the most important reason for us to send a new pricelist. The past years we have barely ever raised our prices.

Considering the current events, we are unfortunately forced to eventually adjust our prices. We are dealing with price raises ranging between 5% and 15% (depending on the value of the article and the quantity we can transport on a pallet).

How this increase affects prices on product level, we are now elaborating. This information will be sent to you as soon as possible. On all orders we receive before 01-08-2021 our current prices of course apply. For orders placed after this date, the new prices will apply.