

Ansley Sanderson

From: Paolucci, Brian <BPaolucci@berner.com>
Sent: Friday, May 22, 2026 9:20 AM
To: Ansley Sanderson
Subject: Berner Air Curtains - Price Increase

Caution: This message was sent from outside the company. Please do not click links or open attachments unless you **recognize** the sender *and* **verify** the content is safe.

Hi Ansley,

Please see the message below regarding a price increase Berner will be implementing on June 15. We are working on the AQ updates now.

Dear Berner Representatives,

We would like to extend our sincere appreciation for your continued partnership and support.

As you know, we did not implement a price increase at the start of the year, as market conditions at the time allowed us to absorb rising costs. However, as the year has progressed, market conditions have shifted beyond our initial expectations. Ongoing cost increases now necessitate a pricing adjustment.

Effective June 15, 2026, Berner will implement a 4.7% increase to list pricing across all product lines, including accessories and parts. This increase remains well below current industry averages, and we have worked diligently to minimize its impact while continuing to deliver the quality, reliability, and service you expect from Berner.

Please note the following details:

- All quotes dated prior to June 15, 2026, will be honored for 30 days.
- Pricing will be honored for hold orders released for shipment on or before September 13, 2026.
- As of June 15, 2026, all new quotes issued by Berner or by representatives must reflect the updated pricing.
- Updated pricing will be available on the Rep Portal beginning June 15, 2026.
- Pricing for door heaters and strip doors will continue to be determined at the time of quoting.

Please contact your Berner Sales Manager with any questions or for further clarification.

We look forward to continued growth and success together.

Sincerely,

Diego Beltran
Vice President, Sales & Marketing
Berner Air Curtains
800.245.4455

Thank you,

Brian Paolucci

Sales Manager | Berner Air Curtains

Direct: 724.856.7414
Cell: 724.674.7101
Email: bpaolucci@berner.com
Website: berner.com



Confidentiality Statement

This message, together with any attachments, is intended only for the authorized use of the individual or entity to which it is addressed. It contains information that is confidential and prohibited from disclosure to persons other than the intended addressee. If you are not the intended recipient, you are hereby notified that any dissemination or copying of this message or any attachment is strictly prohibited. If you have received this item in error, please notify the original sender and destroy this item, along with any attachments.