



June 1, 2026

Dear Valued Partner,

I am writing to inform you that Vikan North America will implement a general price increase of 6% across all product ranges effective September 1, 2026.

This adjustment accelerates a price increase originally planned for January 2027 and reflects the continued rise in operating costs over the past several years. Excluding tariff-related adjustments, our last general price increase was implemented in 2022. Since that time, we have worked to absorb rising costs internally to minimize the impact on our customers for as long as possible.

While recent developments in the Middle East have contributed to market uncertainty, this decision is based on broader, long-term cost pressures affecting our business. Over the past several years, we have experienced sustained increases in the cost of key raw materials—including aluminum, plastics, bristles, metals, and packaging—as well as higher energy, labor, and transportation costs. Please see the attached addendum for an overview of these cost drivers.

Please contact your account manager or Vikan customer service for your updated price list.

We recognize the importance of stable and predictable pricing and remain committed to providing transparency for both our distributors and end users. Internally, we continue to focus on operational efficiencies and cost containment measures to minimize the impact on our partners. As a result, price adjustments are implemented only when necessary.

Vikan remains committed to providing the highest quality products, hygiene expertise, and customer service. Maintaining strong product availability and a reliable supply chain to support your business continues to be a top priority.

We greatly value our partnership and look forward to continuing to grow our business together.

Thank you for your continued support and cooperation.

Sincerely,

Rob Middendorf
Executive Vice President, Vikan North America