

Dear Harken Business Partner,

September 6, 2022

Thank you for a great 2022. Although the ever-changing world has presented a lot of new challenges, we have experienced good market growth this past year. Adversely, we have also experienced rapid and sustained price increases. Supply chain shortages, material increases, freight and logistics issues have led to and continue to keep record high costs in place. With inflationary pressures being placed on the cost of labor, energy and transportation, we have closely considered our pricing strategy for the next year.

Harken, will implement a price increase for all the standard catalog products and spares, effective October 1, 2022.

With the exception of parts in the product categories listed below, the general price increase will be 7% for most products, including Spare Parts, Track Bends and Access Rail products.

Battcars	5% Increase
Furling	5% Increase
Travelers and Genoa Leads	5% Increase
Vang Master Products	5% Increase
Winches	5% Increase

Please review the attached price lists for actual price increases.

We appreciate your partnership in providing the best marine hardware to our customers and look forward to another good year in 2023.

Best regards,

Jim Andersen
USA Sales Manager

