

To all OptiBeam customers

## **New prices from 01-October-2021**

Dear OptiBeam customer,

everyone feels it too clearly, and the media are also increasingly reporting equally, we are in a global raw material crisis.

Delivery times for almost all materials and components are endless, the corresponding prices are exploding, and there is currently no end in sight.

We at OptiBeam Antenna Technologies have been struggling with price increases since the beginning of this year, especially in the following areas:

-> aluminum:	43%
-> stainless steel (hardware, turn buckles, shackles, thimbles, stainless steel rope etc.)	20%
-> plastic parts	15%
-> plastic rope	10%
-> shipping boxes	10%
-> personnel costs (wage increases plus required additional employment).	25%

Of course, all of this has a drastic effect on our costs in the production of the OptiBeam antennas, and this reduces our margin significantly.

If I compare the corresponding data as of 31-December-2020 with today, I see simply terrifying things.

Without exaggeration, our margins have never been generous, but given the current development, I can only classify them as unsatisfactory.

The above-mentioned increased costs have a disproportionately strong effect on larger, heavier and more complex (element trussing, coils, many plastic parts, etc.) antenna models.

In fact, there is no other option than to significantly increase our antenna list prices.

In order to completely absorb the drastically increased purchase costs through corresponding price increases would lead to sales prices that would almost certainly no longer be accepted by customers on the market.

Ergo, with many antenna models, the increased purchase costs cannot be fully compensated by a correspondingly adjusted sales price, which means that our usual margins can no longer be achieved. In the interests of our customers, however, we will bite into this bitter apple, true to the motto "suffering shared is suffering halved!"

The antenna list prices are raised by **8 to 9%** for most antenna models, here and there it is a little more.

**The price increase applies from 01-October-2021.**

Our website will be adjusted accordingly at short notice around 01-October-2021.

For orders that have to be served from production runs from 01-October-2021, because the product is not in stock at the time of the order, the new prices apply, even if the order was placed before 01-October-2021.

We would really have gladly avoided the measure of this completely unplanned price increase, but due to the current development we simply have no choice.

As soon as especially the global raw material situation turns positive, prices will be revised downwards accordingly.

As the founder and owner of OptiBeam Antenna Technologies, I hope that the interest in our antennas will continue, especially in these extremely difficult times, and much appreciate the loyalty that our customers have shown us for two decades.

With best regards and 73s

OptiBeam Antenna Technologies  
President  
(Thomas Schmenger), Tom, DF2BlueOcean