

# Current State Raw Material & other Price Pressures

## Current State | 2022



### Raw Material, Freight, Overhead

#### Increases of up to 70%

SS has increased over 70% since August 2021	<b>70%</b>
Copper has increased ~ 30% since August 2021	<b>30%</b>
Galvanized has increased ~ 30% since August 2021	<b>30%</b>
Steel has increased ~ 30% since August 2021	<b>30%</b>
Freight in general has increased 15% in the last quarter	<b>15%</b>
Labor & Overhead has increased 32% since October 2021	<b>32%</b>

### Sourced Parts and Supplies

#### Increases of up to 25%

Fan motors have seen 4 increases in 12 months, adding nearly 25%	<b>25%</b>
VFDs increased another 3.5% as of February 2022	<b>3.5%</b>
MiniTower wheels increased 10.2% as of October 2021 with more expected	<b>10.2%</b>
Matrix wheels and opening louvers increased 3% in Sept 2021 and another 4.9% in March 2022	<b>8.1%</b>
Door components increased 15% as of April 2022	<b>15%</b>
General electrical components have shown a 10% price increase since late February 2022	<b>10%</b>
Other fan parts increased 8% Q122 and 7% more April 2022	<b>15.5%</b>
UV Lights increased another 3% in April 2022	<b>3%</b>
Other various components have increased up to 10%	<b>10%</b>