



Sensor Intelligence.

Price Increase: Effective July 1st, 2022

Dear Andrew,

We hope this letter finds you well – despite all the turbulence during these uncertain times. The ongoing world events presents us all with great challenges. Our most important goal is to remain your reliable partner.

To do so, SICK has taken comprehensive measures to protect our employees and customers, and has, at the same time, increased stock levels for critical parts and products to secure the supply chains. Additionally, the situation in the markets has changed considerably. Raw material prices have increased significantly as the supply situation for most electronic components has become even more difficult.

In spite of the extensive efforts SICK is taking, we need to increase prices on average by 10% as of July 1st, 2022. We will, however, not pass on all additional costs to you, our customer, as we continue to work on internal production, process optimizations and further efficiency improvements. In addition, there will be some areas where we will manage to keep our prices stable.

All the measures described above will help us to ensure a reliable delivery capacity to you, our customer. We want to ensure our supply to you and continue to be a trusted partner. SICK sets itself high standards in technology leadership and product innovations, with high customer benefit. With our focus on R&D investment and superior quality standards, SICK strives for long-lasting business relationships and wishes to be your partner of choice now and in the future, supporting your progress to automation and digitalization.

We thank you for your understanding. We are looking forward to continued cooperation with you.

Yours sincerely,

SICK Automation
Management