



March 26, 2021

To Our Valued Dealers,

As you are aware, price increases, extended factory lead times, and transportation delays are becoming prevalent in our industry due to a variety of complex factors including the impact of COVID-19, global supply chain issues for components and other inputs, growing demand, and surging steel prices.

Edney Distributing is reacting to this market volatility as quickly as administratively possible and keeping you informed as updates become available via our website, email updates, and eNewsletters. We encourage you to advise your customers of the current challenges, to set their expectations appropriately during the sales process. You're also encouraged to confirm pricing, availability, and freight costs with us at the time of order.

We strongly recommend participation in Edney's Early Order and Stocking Programs and the practice of planning your purchases at least 5-6 months in advance. This will increase your chances of having the equipment and parts where you need them, when you need them to best serve your customers. You're not in it alone! Our team is committed to assisting you with these stocking decisions. Please reach out to your Territory Manager for consultation and recommendations based on industry trends, discounts and terms available, and a review of your organization's purchase history data. Early orders help suppliers order their inputs and guide their production schedules.

Edney Distributing has placed aggressive stocking orders for wholegoods and parts over the past year and equipment/parts shipments are continuing to arrive. All four of our warehouses are carrying higher than average inventory. We are striving to help you meet your customers' demands, to support them after the sale, and to assist you in growing your business.

As dealers have been for 70 years, 4 generations, and counting ~ you can count on the people of Edney Distributing to be your go-to source for innovative equipment from around the world. We are problem-solvers!

Thank you for your business, for your trust, and for the opportunity to be of service.

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