



Dear Customer,

We trust this message finds you well.

We greatly value the partnership we have built with you and the trust you place in Armorgard to support your business. As part of our commitment to transparency with our customers, we are writing to provide advance notice of a price adjustment that will take effect from **11th May 2026**.

Like many UK manufacturers, we continue to experience increased costs across several areas of our operations, including ongoing geopolitical instability affecting global supply chains, rising energy costs within manufacturing, higher domestic and international shipping costs, and increases to the UK National Living Wage and National Insurance contributions, alongside broader inflation across materials, labour and general business operations.

While some price adjustment is therefore necessary, we want to reassure you that in most cases your current **discount percentage from list price will remain unchanged**, ensuring you maintain the same competitive position and margin opportunity within your market.

This adjustment ensures we can continue investing in the areas that matter most to our customers, including consistent product quality, reliable availability, strong lead times and the high service standards our partners rely on.

We appreciate your continued partnership and support as we navigate these wider economic conditions together. If you would like to discuss the changes in more detail, please do not hesitate to contact your account manager.

Thank you for your continued support. We value our partnership and look forward to continuing to grow together; empowering workers to stay safe, focused and passionate about their work.

Kind regards,

Bruce Mitchell

Director

