



April 8, 2022

Scout Executives,

As you have undoubtedly noticed, unprecedented supply chain issues and increasing costs have affected all industries, from everyday groceries to the gas pump. Unfortunately, the BSA is not exempt from the impact of these supply chain challenges. Shipping containers that used to quote at \$3,500 are now being quoted at \$22,000. Manufacturing costs and scarce materials have significantly impacted product availability, order procurement, lead times, and product costs.

As a result of significant cost increases mixed with rising fuel prices, and despite doing our best efforts to manage or offset these costs, we are forced to make the difficult decision to make price increases across many of our product categories.

Because of the nature and impact of these adjustments, new wholesale pricing will be effective April 8, 2022. Choosing this immediate date will allow for availability and distribution of all product to both large and small councils, especially in consideration of reduced inventories. Retail price changes will be effective as soon as individual stores can adjust their pricing.

Supply Group remains committed to providing quality products at competitive prices in support of our Scouting movement. We value your support as we continue to navigate these unprecedented times.

Please contact your local Territory Sales Supervisor or Regional Sales Manager with any questions you may have.

Yours in Scouting,

Mark Winkelman

SVP – National Supply Group