



Stay up to date on the latest news and information regarding **increased cost of products, inventory shortages and delays**. Be sure to check out <https://www.hirsch.com/priceupdates> for the latest information, including a comprehensive price increase PDF, how to communicate the increases and delays to your customers, and useful online resources.



Why Are There Product Shortages & Price Increases?

- Due to the uncertainty of Covid and other related issues, manufacturers under forecasted sales thinking sales would drop and they did not.
- Due to uncertainty in the market, there was a lot of panic buying. Due to the increase in demand, this caused manufacturers to get backlogged with production.
- Manufacturers prioritized production of A & B items, while in some cases, C and D products were not placed in production causing further delays on certain products.
- Due to fulfillment issues, some manufacturers canceled backorders without notification causing further delays.
- Due to the increased cost of fuel and raw materials, this is having a direct impact on the cost of products.

What Is Happening With Shipments Coming From Overseas?

- Products coming in on boats are experiencing many delays due to ships waiting in the LA Harbors to be unloaded.
- Once the containers are unloaded at the docks, there are issues with getting the products loaded onto trucks due to a shortage of truck drivers available to then deliver the products.
- Chinese New Year in February caused 16-day plant closures which slowed down production and shipments coming to the USA.
- Overseas companies are experiencing freight container shortages.
- Suez Canal was blocked for 1 week which caused shipments to be delayed.

Weather & Employment Related Issues

- Due to the storm in Texas, manufacturers prioritized products to ship to areas hit by the 2021 storms
- Due to layoffs/shutdowns during Covid, many employees when given the opportunity to return to work are choosing to stay on unemployment due to unemployment benefits sometimes paying more than an employee would make working.