



Yes, you can.

August 26, 2021

Dear Valued Customer:

Thank you for your continued support of Invacare. Like all manufacturers around the globe, we have experienced numerous challenges brought on by the COVID-19 pandemic. Inbound and outbound freight rates are near record levels, North American steel has more than tripled in price, and severe shortages in resins and electronics are making some materials available only to the highest bidder. We recognize the necessity of our products in the lives of patients and are working hard to continue to deliver these goods. These efforts, however, come with additional costs.

While we continue to work relentlessly through these challenges, we must defray some of these costs. Effective August 30, 2021 we will be implementing a surcharge on a select group of products. Effective October 11, 2021 we will also be implementing a price increase on select service parts.

Please find the detailed surcharges and select price increase by product attached to this letter. Effective August 26th through October 11th, given the current circumstances we reserve the right to refuse or modify an order that exceeds your monthly historical purchase level of the affected surcharged products. If this occurs, an Invacare Representative will contact you as soon as possible. All other terms and conditions of your purchasing agreement with Invacare remain in effect.

We will continue to manage volatility as best we can in these unprecedented times. We remain committed to delivering outstanding innovation and superior quality.

If you have questions, please contact your Invacare Sales Representative or send an email to salesoperations@invacare.com. Thank you for your continued support.

A handwritten signature in blue ink, appearing to read "Joost Beltman", with a long horizontal line extending to the right.

Joost Beltman

Sr. VP & General Manager of North America
Invacare Corporation

Detailed Surcharge Amounts

Products	Surcharge Per Item Effective 8/30/2021
Beds	\$75
Bed Rails	\$15
Trapeze	\$25
Overbed Tables	\$50
Mattresses - microAIR	\$50
Mattresses - Foam, Economy, Innerspring	\$25
5L Oxygen Concentrator	\$50
Portable Oxygen Concentrator	\$50
Lifts	\$50
3 Position Recliners	\$125
Aquatec Commodes & Bath Lifts	\$75
Walkers & Rollators	\$75
Standard Wheelchairs (Stock & Builder)	\$75
Front Riggings	\$15
Custom Manual Wheelchairs	\$75
Pindot	\$25
	Average Price Increase Effective 10/11/2021
Products	
Select Bed & Manual Wheelchair Spare Parts	10%

New MSRP list for the affected Service Parts can be found by clicking [here](#).