

January 23, 2023

**To: Field Sales and Distributors**

**Re: Balcrank 2023 Price Adjustment – March 1st**

In the manufacturing world, there have been a few positives. Most raw materials have begun to level out and the exchange rate between Europe and the U.S. is favorable regarding products that we manufacture in our Spain facility, prices on sourced components are still very volatile, and I'm sure all of you are aware of the volatility in transportation.

We are currently updating the cost of our products, and although it is necessary for Balcrank to make an adjustment at this point, it does not appear that there will be any major increases in our core products. New pricing files will be provided soon. Current prices will be honored on orders placed prior to the effective date of 3/1/23.

All of us at Balcrank appreciate the valued support from all of our distributors and we are looking forward to an exciting year ahead.

**Product news:**

In 2022, we introduced a new catalog and a new core product, NEX•U• our most advanced fluid inventory control system. NEX•U• has the capability of being wired, partially wired, or wireless. The systems that have been installed to date are working very well and we have many more planned.

The NEX•U• system is the platform for a very exciting product that is coming soon and is currently in the field-testing stage. More information on the Nex•U• PRO, a wireless version with a solenoid and pulse meter in the handle that wirelessly communicates with a hub (U•Net), will be released soon.

Also, regarding fluid inventory control, we will sadly be saying goodbye to an old friend, the Director Jr. The components used in the manufacture of this unit are no longer available, and the cost to update the unit to new technology is very high. But have no fear the NEX•U• Compact will work perfectly in its place; with many extra benefits. The NEX•U• Compact can

control up to 8 fluids/dispense points, uses a keypad with a colored screen, can control bulk fluids, and can generate reports on fluid usage.

Let's have a great 2023!

*Mike Smith*

Mike Smith

National Sales & Marketing Director