

## **Component fee**

Due to global component price increase, a component fee has been introduced in the end of 2021, to cover the extremely high cost of specific components. This also affects the lead time.

We have not received the IC components as promised by our suppliers, and almost all the parts we use to build motors for you is extremely expensive right now.

To help you, we have bought expensive components, went to other suppliers, and paid extreme overprices of up to 7.000% for the parts we use to build motors.

We have covered the cost of most of these expenses, but since we cannot deliver motors with negative margin, the temporary component is used.

The component fee is temporary and will be adjusted due to actual extra costs of the components. It will also be adjusted to which products the fee is added. The [JVL product part number builder PPNB](#) will inform you for the specific products, as well as the fee will be added to order confirmations and quotes. For customers without access to the PPNB please contact your local representative.

We have decided to use the component fee to avoid a big general price increase. The component fee does not cover all the extra cost for components, since JVL's management have decided that JVL will continue to cover most of the additional costs.

Now the market starting to stabilize, and we do receive more components from our ordinary suppliers, we can now start to phase out the component fee!

In the first run, we will lower the fee for all new orders received after December 14<sup>th</sup>, 2022, on specific products.

The current fee for the specific product is always shown in the [PPNB](#).

## **Price change notification**

New prices valid for new orders received after December 14th, 2022.

This is due to the high inflation, and that prices for materials, electricity, gas and salary are increasing.

We have used the temporary component fee to cover temporary high production prices, when our orders from our supplies was delayed or cancelled, and we had to buy from brokers to maintain a stable delivery.

In the meantime, some prices have been raised/changed permanently, which is why we adjust the prices.

With the component fee decreasing, and the prices increasing, we do go towards more stable times, which in the end will result in prices that have been increased as a function of the general market and inflation, and the component fee to be history.

The prices will be available in the [Product Part Number Builder \(PPNB\)](#).

The PPNB is also your direct and fast source for any other price changes, since we do sometimes have smaller changes for a few products, that will not be broadcasted via email.

## **Official notice from JVL for you to forward to your customers**

To help you deliver the information from this email, I have made a condensed text which you are welcome to forward to your customers.

*Notice from JVL A/S*

*Dear valued customer*

*Due to the global component shortage, the costs for especially semiconductors have increased significantly. The general high inflation also causes prices for materials, electricity, gas and salary to increase. We have used the component fee to cover temporary price increases, and now when we see that the market is starting to stabilize, we are ramping down the component fee and adjusting the prices according to the market and our actual costs. Both component fee and new prices are calculated very carefully, and is not intended to increase profit, but only to cover the necessary costs that JVL has kept, to maintain a stable delivery. During the last year, JVL has kept a relatively stable delivery of 5 months, and we do see that during 2023 we should see delivery time starting to normalize.*

*Best regards  
The JVL Sales and Management team*

**Please notice that we have made new ServoStep™ and MAC motor® flyers which you can find here:**

<https://www.jvl.dk/files/pdf-1/brochures/lc0024GB.pdf>

<https://www.jvl.dk/files/pdf-1/brochures/lc0026GB.pdf>

Best regards  
The JVL Sales and Management Team

JVL A/S