We wanted to reach out to you to let you know what has been happening in our industry since the outbreak of COVID. Go to a lumber store, car dealership, or auto parts store.  Everything is in short supply, and prices are skyrocketing.  Unfortunately, Team Sports and custom decorating are seeing the same exact thing.  We have already experienced price increases, shipping cost increases, late deliveries, and out of stock inventories. We have ordered products 1 year in advance only to be told they will not be arriving. Last summer we ordered footballs for delivery in June of 2021 (This Year!) and have been told by the manufacturer 2 weeks ago they will not be coming.

One manufacturer recently told us their company was just hit with a $10,000 per container surcharge on more than 1,000 pending container shipments.  (Yes, you’re doing the math correctly.  That’s a $10+ million surprise that they can’t completely absorb.)  Another had 100 containers worth of product sitting overseas waiting for containers to put it in.  A longtime good supplier partner described the shipping container business right now as “like being held hostage for ransom.”  Pay the price or don’t get your goods.

Based on all of the events we see happening, we would STRONGLY urge you to put in your orders early. If for some reason, the products are not available, it will give us time to work with you to make suitable substitutions so your program can run as smoothly as possible. We are doing our best to hold down pricing, but, unfortunately, we know there will be increases in everything as manufacturers pass their increased production costs onto us.

Please reach out to your sales rep to place your order early. As always, our customers are our most important asset. We look forward to help you navigate what looks like a difficult time until we are truly back to normal. The more time we have, the better chance that we can provide some options that will fulfill your needs.

Thank you for the opportunity to work with you.

The Kampus Klothes Team