



PRM-28-22

March 1, 2022

**To:** Canon Office Imaging and Office Products Dealers

**Subject:** Upcoming Pricing Adjustments

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One of the many impacts to businesses in the current environment is increased pressure on the global supply chain. This has affected almost every industry, from medical equipment, to household essentials, appliances, cars, and more. The imaging equipment industry is no exception. Over the last year, Canon has experienced significant cost increases worldwide, and more recently is experiencing additional increases in the area of freight and shipping.

Due to the worldwide cost increases we are facing, Canon U.S.A., Inc. will be making the following adjustments to pricing details as of April 1, 2022:

- Dealer Price and Manufacturer's Suggested Retail Price (MSRP) will increase for the following:
  - All main units as well as hardware and system connectivity accessories for imageRUNNER ADVANCE DX, imagePRESS Lite, imageCLASS, and imageCLASS X will increase by approximately 7.5%.
  - All main units as well as hardware and controller accessories (including controller licenses) for imagePRESS and varioPRINT will increase by approximately 7.5%. *There are some exceptions for select third party branded production hardware accessories which will be noted in the updated price lists.*
  - All imagePROGRAF printer models (except TA series) and accessories will increase by up to 7.5%
  - All main units for ColorWave, PlotWave, Arizona and Colorado Series products will be increased by 3%.
  - imageFORMULA production hardware models, which were adjusted in January, will have an average increase of 3%. No other imageFORMULA hardware models will be increased.
  - imageFORMULA options and accessories will increase by an average of 10%.
  - Canon Pre-Owned Refurbished Models (imageRUNNER ADVANCE) will increase by approximately 7.5%.
  - uniFLOW On-Premise Software Assurance (SA) Points and uniFLOW hardware accessories (ex. Card Readers, Release Stations) will increase by approximately 7.5%.

*\* Software solutions not mentioned above, toner, drum, cartridge, and service parts are not affected by this change.*

Please note, all orders placed prior to March 1, 2022 will be honored at the existing price, including any outstanding backorders. Orders placed and shipped between March 1 – March 31, 2022 will be honored at the existing price. Orders placed in March that cannot be fulfilled within the month will be subject to the new price.

Detailed price lists indicating the revised pricing will be provided in mid-March to help you prepare for this change. The price lists on partner portal as well as the CNA Product Catalog will reflect these changes on or about April 1, 2022.

The partnerships we have built with our dealers over the years are tremendously valuable to us and we appreciate your loyalty, your understanding, and your continued partnership through these changes. We are confident that we can maintain our strong business together and we thank you for your continued support and sales efforts for Canon U.S.A.

Sincerely,

CANON U.S.A., INC.

Sam Yoshida  
Executive Vice President and General Manager  
Business Information Communications Group