



July 2, 2021

Dear Colleagues,

The last 16 months have brought unprecedented challenges to governments, businesses, and communities around the globe. Everywhere the challenges have been significant. Many businesses have gone under, never to return. This has sadly been the case in our own sector of the economy, with many Chinese Medicine clinics closing their doors. Beyond the challenge of patients who are still uncertain if it is safe to come in, there are ever rising costs. This is what we face every day at Blue Poppy.

Our needles and our herb products are manufactured in Asia, so they all need to be shipped by sea and by air. It is no exaggeration to say that our shipping costs have more than tripled over what they were just one year ago. We have done our best to tighten our belts and economize wherever we could, but we now face still more increases. If we want to stay in business (and we do love what we do!), then we have no choice but to raise our prices.

With shipping costs going up steeply all over the world, this has the effect of increasing the prices on virtually everything we need for our business. So, it is not just a shipping cost escalation that we face, but our raw materials, manufacturing cost and other supplies now cost much more than a year ago.

So, you will notice that as of June 24, 2021, we had to increase our Five Mushroom Formula price immediately due to the increased cost of raw materials, shipping and moving final production to the United States.

By August 2, 2021, the prices of our Great Nature Classics, Blue Poppy Externals, and the remaining People's Herbs Empowered Formulas will increase as well.

We regret this, but there is nothing else we can do. We have done our best to minimize the amount of increase.

We thank you for your understanding.

In the medicine together,

Ben Milosch, MSOM, LAc

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