



To
National Judo Federation of Finland
Esa Niemi, President

Vienna, August 16th, 2022

Dear President, dear Esa,

I hope you are well, and the turmoil of our times does not burden you too much.

As promised, we are contacting you today as a service partner to offer our help. We would like to remind you that the transition year 2022 for the use of 4cm mats at EJU events will expire soon and from next year on only 5cm mats may be used as stated in the SOR.

We have been informed that the price of raw materials will increase by approx. 30% and that the availability of the products will be limited in the near future, which will have an additional impact on the price.

As a service to you, we could make an agreement with Tatami manufacturers for a collective order of all EJU members with a special discount price for EJU National Federations (NF). We would handle the order for you.

In addition, we as EJU have decided to support orders of 30.000.- Euro or more with an EJU subsidy of 10%. This amount will be directly transferred to our member federation as "financial support".

Here a few examples of the outstanding price offer (details in the attachment order list):

Tatami IJF Standard 2m x 1m x 5cm, density 230 / 240 kg / m3 NF price: € 75,90 net minus 10% EJU Support = € 68,31 = price per m2 € 34,15
--

Tatami normal Standard 2m x 1m x 4cm, density 230 / 240 kg / m3 NF price: € 70,05 net, minus 10% EJU Support = € 63,05 = price per m2 € 31,52
--

Tatami normal Standard 2m x 1m x 4 cm, density 200 / 210 kg / m3 NF price: € 67,40 net, minus 10% EJU Support = € 60,66 = price per m2 € 30,33

With the manufacturers the deadline for ordering was agreed with 30th October.

Please take the chance to order IJF tested mats as soon as possible before the prices explode or the availability is not given anymore. For insurance reasons we can only allow EJU tournaments with 5cm mats in 2023, and please note that the rule also applies for the warm-up area at these events.

Of course, the prices in the attached order form also apply to all other formats that you may use for national events or training and school use.

Please also ask your clubs, regional bases and schools - let them benefit from these good prizes as well!

ONLY TOGETHER WE ARE STRONG

Otto Kneitinger
Senior Vice President