



To: Dealer Network

From: Zach Rudy

Date: February 15, 2023

RE: Price Increase – Effective 3/15/23

As a follow-up from previous correspondence, this memo is to confirm the upcoming price increase scheduled for **March, 15, 2023**.

With our standard bid terms of 30 days, effective immediately, for any quotes you are **actively** working on, and the contract or purchase order will be issued March 15th or after, please contact your Sales Territory Manager for the amount to be added manually.

*****NOTE:** For any other quotes that do **not** have a formal bid opening, please wait until the SQS2 update is released to generate the final price and configuration.

If you anticipate any **multi-unit orders** to be awarded prior to the price increase, please notify your Sales Territory Manager immediately.

As a reminder, you will be required to provide a copy of the dated proposal cover page and the cost sheet as quoted when submitting an order.

We know that manufacturing is still a very volatile market, and we are anticipating the need for future price adjustments every 90-120 days. We are currently projecting the next price increases to become effective **June 15, 2023** and **September 15, 2023**. Please be aware of these dates to estimate future prices accordingly, rather than using this as a sales tool to take advantage of lesser pricing.