



1780 Harvey Street, Muskegon, Michigan 49442
PH 800.253.0373 www.geerpres.com

February 4, 2022

RE: EVS Cart Quotes and Pricing Process

Dear Valued Geerpres Representatives,

In our most recent price book active as of February 1, 2022, Geerpres has eliminated published fixed list distributor pricing on our EVS carts. All carts will now be quoted to distribution through a new model/process designed to simplify and expedite responsiveness to our customers.

Geerpres will provide to our Representatives monthly updated pricing on our most commonly purchased EVS Enterprise, Casino, Escort carts and Project Trolleys. A PDF file will be saved to our Representative Portal on or about the first of each month, combined with an Excel file saved as "yyyy.mm. MSR Cart Quote Form". In doing so, we hope to simplify your sales process with immediate access to cart pricing, which includes volume discounts at tiered levels. The Excel version will allow you to enter a part number which then populates the pricing during the given month, printable as a PDF file to send to your distributor, with copy to sales@geerpres.com.

Most of you are aware of the various material cost increases incurred over the past 12 months, in some cases driving 50% plus price increases. Unfortunately, all of which pricing is purely material cost driven. This pricing/quote process will also be adjusted favorably if/when costs hopefully return to pre-pandemic levels. It is also worth noting that volume production in steel fabrication is a substantial driving factor and can dramatically improve cost, thus allowing for new volume discounts in this process.

Each cart quote/price file is valid for the month (approximately 30 days) when distributed. Quotes cannot be extended beyond 30 days, as Geerpres cannot fix our material cost for more than a 10-day period. We recognize that purchase orders generally take more than 30 days from the date you provide pricing but request you to clearly communicate with your end users and distribution buyer(s) that the quote cannot be guaranteed for more than a 30-day period.

You will notice that the Cart price file also includes additional add-ons for specific shipment requirements. Most logistic companies have dramatically increased service charges in the last 12 months in addition to standard freight rates. These charges include incremental insurance, lift-gate, delivery appointment and limited access charges. Geerpres can no longer absorb these costs which are not included in our prepaid freight (\$6,500 order level). If your customer requests a service that may not be listed, please contact us for an estimate. Please note that Geerpres is not responsible for additional charges that are added by a carrier on after items have shipped.

In an effort to appropriately plan for volumes and maintain favorable lead times, it is critical that pricing/quotes provided to our customers are also copied to sales@geerpres.com.

If you have any questions, please feel free to call our customer service number toll free at 800-253-0373. As always, we value your business and thank you for your continued support of Geerpres.

Sincerely,

Jason McCaskey
Customer Service and Supply Chain Manager

Cc: Scott Ribbe