



15<sup>th</sup> November 2024

**Subject:** 2025 Pricing

Dear Jeff,

We are reaching out to inform you of a price adjustment that will take effect starting January 1st, 2025. As of this date, prices for equipment and parts will increase by 3%.

This price change is necessary due to the impact of continued material inflation and rising labor costs across our factories. We have worked hard to absorb these increased costs over the past year, but to continue delivering the highest service levels and quality products, we need to make a minor adjustment in pricing.

Please know that this decision was made after careful consideration to keep the increase as minimal as possible.

All orders received and confirmed prior to December 31<sup>st</sup>, 2024, for shipping in Q1 of 2025 will remain at current pricing. Any orders received and confirmed after 1<sup>st</sup> of January 2025 will be at the new pricing.

We appreciate your understanding and continued partnership. If you have any questions or would like to discuss this further, please do not hesitate to reach out to our team.

Thank you for your ongoing support.

Warm regards,

*Marc Phillis*

EVP Global Sales & Marketing  
Lancer Worldwide

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