

GARLAND®

Announcement

February 27, 2025

RE: Garland Price Increase

Dear Valued Customer,

Garland/US Range/Sunfire has not taken a list price increase since November 2022. This has been made possible through factory efficiencies, sourcing activities and other cost-saving initiatives while facing a double-digit labor increase and components inflation.

Unfortunately, due to additional challenges posed by tariffs and consequent inflationary pressures, we now need to adjust our price list.

We want to be as proactive as possible in our communications with our channel partners and set clear expectations to minimize the impact of this change on your business.

- A price increase of 3% - 15% on the portfolio of Garland/US Range/Sunfire products will go into effect on May 1, 2025. The increase will vary by product category.

We will provide a more detailed notification by March 31, 2025, once we learn more about tariffs on products imported into the USA from Canada, the impact of tariffs on imported steel and aluminum, and any reciprocal tariffs imposed by other countries.

- Garland/US Range/Sunfire will honor pricing on open orders marked for shipment prior to September 1, 2025. POs with later ship dates will need to be repriced. Customer Service will reach out to you if repricing is required.
- New orders placed before May 1, 2025, will be processed at current pricing if:
 - They are marked for shipment by May 31, 2025 (or standard lead time if later than 5/31/25)
 - They are clearly not in excess of historical business volume (i.e. no “price protection” POs)
- Quotes issued by Garland/US Range/Sunfire, going forward, will be valid for 60 days.

Best regards,



Graham Sams

President, Garland/US Range/Sunfire