



*Quality & Service
Since 1936*

Steve Gore
Ferguson Fire & Fabrication

January 31st, 2022

SUBJECT: 2022 Price Increase – General Air Products Compressors and Equipment

Dear Steve,

At General Air Products, we always strive to put our partners in the best possible position to compete in the marketplace. The ever-changing world we find ourselves in hasn't changed that commitment, nor will it be going forward. We do not take these decisions lightly, and have kept any pricing impacts minimized on our core product lines to the fullest extent possible.

Effective April 4th, 2022, we will be implementing a 4% price increase on our Riser Mounted Compressors, Oil-Less Tank Mounted Compressors, Lubricated Tank Mounted Compressors, and Dry Air Pacs. A 15% increase on Lubricated Base Mounted Compressors will also take effect. Fire Protection Accessories will be receiving a 4% increase, **except our most popular accessory, the AMD-1. This Air Maintenance Device will not be receiving a price increase.**

- All products F.O.B. shipping point with freight prepaid and added to invoices
- Net 30 Days
- Drop shipments directly to your customers allowed without loss of discounts or net pricing
- Freight allowed on "**stock orders**" of \$10,000 net when shipped directly to your warehouses in 48 contiguous states. As an added incentive we also continue to offer an additional 3% discount on stock orders of \$25,000 or more. General Air reserves the right to "pass through" carrier fuel surcharges if they become excessive.
- Invoices must be paid within terms.

Thank you for your continued support. We look forward to less volatile times ahead, and are excited to show you all that we have in store for 2022.

Best Regards,

Dave Fremont
Director of Sales
General Air Products, Inc.

Manufacturers of
FIRE PROTECTION - COMPRESSED AIR TREATMENT - PROCESS COOLING
Equipment

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