



*Quality & Service  
Since 1936*

January 31<sup>st</sup>, 2023

SUBJECT: 2023 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 going forward. We do not make pricing decisions lightly, and have kept any pricing impacts minimized on our core product lines to the fullest extent possible.

Effective April 3rd, 2023, we will be implementing between a 4% - 9.5% price increase on our Riser Mounted Compressors and Oil-Less Tank Mounted Compressors, a 3% increase on all Lubricated Compressors, and a 6.5% increase on Dry Air Pacs. There will also be some increases for ancillary product lines like our Fire Protection Accessories.

Many of our core products saw no increase. We approached our pricing model by model this year as opposed to apply broad strokes across product lines. This allowed us to minimize increase on our highest volume models while adjusting as necessary any outliers.

A full breakdown of the affected models and updated Price Books will be available shortly.

- 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 \$30,000 or more. General Air reserves the right to "pass through" carrier fuel surcharges at our discretion.
- 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 2023.

Best Regards,

Dave Fremont  
Director of Sales  
General Air Products, Inc.

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

118 Summit Drive, Exton PA 19341  
(800) 345 8207 toll free / (610) 524 8965 fax / sales@generalairproducts.com  
**www.GeneralAirProducts.com**