

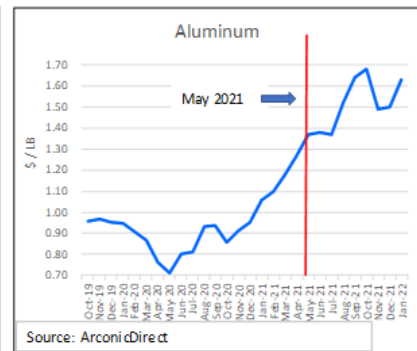
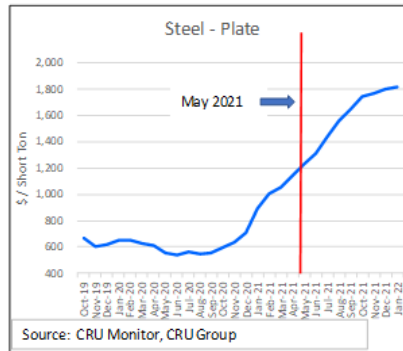
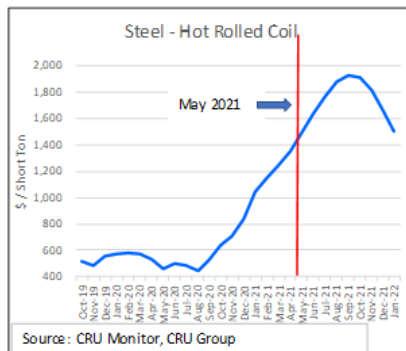


April 15, 2022

Effective May 01, 2022 pricing will increase 7.0% to 7.5% on all new apparatus orders.

Below are some bullet points that give a quick summary of why these increases are happening:

- We certainly recognize the impacts any price increase has on our customers and do not take their implementation lightly.
- Due to our production lead times, we must base pricing on the expected costs at the time our products will be produced and shipped.
- Suppliers have continued to increase prices at unprecedented levels.
- Raw material commodity costs have continued to drastically escalate.
- Metal and plastic demand in the marketplace continues to outpace supply.
- Market continues to see no relief on tariffs or increases in production to drive favorable market behavior.
- Current prices are significantly higher than what we were seeing throughout 2021 and remain significantly elevated versus 2020 average levels as follows:
 - Steel (Hot Rolled Coil) +190% vs. FY20 (+0.6% vs. May 2021)
 - Steel (Plate) +203.5% vs. FY20 (+48.1% vs. May 2021)
 - Aluminum +85.2% vs. FY20 (+19% vs. May 2021)
 - Plastic (Resin) +134% vs. FY20 (+4% vs. March 2021)
 - Copper +49% vs. FY20 (+9% vs. March 2021)
- Charts below depict the trends in steel and aluminum prices.



Sincerely,

Duane Doucette

President

Front Range Fire Apparatus