

11/25/2024

Dear Valued Customer,

Our industry has continued to experience ongoing inflationary pressures into 2024 including wage-related growth, sustained increases in freight, and further increases in component and commodity pricing. While we continually strive to mitigate the impact of inflation on our customers, our 2025 pricing will be adjusted to ensure that Anthony can continue to deliver on industry-leading quality and world-class customer service.

We understand the affect pricing has on your business, and we will remain diligent with actions that minimize price impact to you and all customers. Some of these actions include:

- Increasing safety stock levels to minimize supply chain disruptions.
- Identifying and qualifying alternative materials to balance cost, availability, and productivity.
- Capital investments in operations to improve productivity and output.
- Investments to identify and retain strong talent.
- Our ongoing commitment to innovation and environmentally friendly solutions.

These and other efforts by Anthony have resulted in lower equipment lead times, improved operational effectiveness, productivity and on-time delivery, as well as a stronger culture focused on delivering more for our customers today and into the future.

With these things considered, effective January 1<sup>st</sup>, 2025, Anthony is implementing a 1% price increase across our Package product portfolio and a 1.5% price increase on Aftermarket Parts.

Beginning December 1<sup>st</sup>, 2024, all new quotes generated will reflect these changes. However, all orders shipping on or before December 31<sup>st</sup>, 2024, will continue to receive your current 2024 pricing.

We are happy to work with you to minimize any disruption from these changes. If you have any questions about a specific project, please do not hesitate to reach out. We thank you for your business and look forward to continuing to work together in the New Year.

Sincerely,

Todd Lindsay  
Vice President of Sales, Anthony