



November 4th, 2019

Dear Excell Member:

With the escalation cost in manufacturing primarily in labor and transportation, the impact of these cost is significant. The continuing uncertainty and escalating nature surrounding the situation continues to cause concern.

Because of this, **True will be implementing a price increase effective January 1st, 2020.**

- All equipment product categories increase of 4%
- All Parts and Accessories increase of 4%
- All List or Net Upcharges increase of 4%

Pricing will be effective as follows:

- All orders placed on or before December 31st, 2019 for immediate shipment will be billed at current pricing.
- All order placed on or after January 1st, 2020 will be subject to new pricing.

As always, we value your partnership and business and will continue to work hard to maintain that relationship.

Sincerely,

Rick Lawson, President
GTI Acquisition Corp.

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