

November 1st, 2022

RE: Havis, Inc. Price Increase

Dear Customer,

I'm reaching out to you to communicate a price increase on the Havis products that you bring to market on our behalf. These increases focus on keeping our products competitively priced while allowing us to continue with our manufacturing processes and an adept supply chain that provides industry-leading product quality to a wide range of customers. Through our on-going partnership and your support, Havis now boasts a workforce of over 425 employees in Philadelphia, Detroit, and Minneapolis, most of which are dedicated to manufacturing steel, aluminum and injection-molded plastic products. Thank you for the opportunities you've provided us all.

Current pricing and the new Manufacturer's Suggested Retail Prices (effective December 1st, 2022) is available in Excel format at: <https://www.havis.com/support/price-guide/>

Some highlights include:

- Cost of goods based increases on sheet metal products (Consoles, Trunk Mounts, K9 and Prisoner Transport)
- Minimal, inflationary-based increases on docking stations

Until Wednesday, November 30th, 2022, you can continue to get quotes at the existing published pricing. On December 1st, updated pricing will go into effect for all new quotes. At that time we will honor all outstanding quotations, and we look forward to answering any questions you may have.

Please contact your Regional Sales, Inside Sales, Independent Representative and/or Customer Service representative with any questions.

Thank you for your continued support and partnership with Havis, Inc.



Chris Bernert
Director of Sales