



Date: August 14, 2023

To: Rush Truck Sales
Attention: Mike Lave

Reference: Town of Munter
Bid Opening: September 16, 2021
Purchase Order: 4509301478
Purchase Order Date: October 17, 2021
Purchase Order Amount: \$94,263.00

Our industry has struggled over the past few years to manage through global pandemic, supply chain disruptions, material and labor shortages and high inflation. Even though we have seen improvements in our industry, we feel that the way business is being done now is the new normal.

Lindco Viking-Cives has done an excellent job maintaining our quoted prices to our customers on dump bodies, plows, and spreaders. But we have seen great increases in overhead, labor, freight, material, and parts since this order bided.

After reviewing the above order, we have had increases of 19% or \$16,919.00 over a 23-month period. The new price on this order will be \$111,182. This price increase is out of our control and unfortunately must be passed on to you, the customer. I recognize the impact these additional costs may have on your order. We want to remain a good business partner and will provide the flexibility that allows you to make the needed decisions for your customer. We realize that you may choose to seek alternative solutions, so Lindco will waive any cancellation penalties. Please let me know on this by August 22, 2023.

All of us at Lindco Viking-Cives are committed to delivering the best equipment package for your customer's needs. Please contact Daryl or me if you have any additional questions. I appreciate your understanding and thank you for your business.

Sincerely,

Branch Operations & Sales Manager