



## Price Increase – Effective January 1st, 2025

October 4, 2024

Attention: Distributors and Customers

### **Price Increase Statement – Motor City Wash Works will be implementing a 5% price increase on MCWW equipment and parts.**

We are proud that we were able to offer our equipment at fair and stable prices, holding our prices steady for all of 2023 and 2024. During the past 2 years, we endured overall combined annual inflation rates in the US of 7.9%, highlighted by 9% labor increases, and in that period the Federal Reserve (Fed) increased interest rates 11 times between March 2022 and July 2023 from 0% all the way to the peak of 5.5%. The pressure of inflation has finally driven costs to compel us to increase our prices.

Looking forward to 2025, we will be implementing a 5% price increase on MCWW equipment and parts.

All orders placed after Wednesday, January 1st, 2025 will be subject to the price increase, and will need to be placed on a new System Sizer - Revision #45.

- **Orders for Motor City Wash Works Equipment placed *on or before* January 1st, 2025 will beat the clock on the price increase** – In order to beat the clock on the price increase, each equipment order must be submitted complete according to Motor City's order procedures to be considered 'placed' on or before January 1st. We require a completely detailed system sizer with customer sign-off, and Motor City must receive a full 40% First Payment, in addition to a formal MCWW Quote with customer sign-off documentation. If not, your order will be subject to the price increase.
- **Orders received on or before Wednesday, January 1st, 2025 must ship by Friday, February 28th, 2025** – Motor City Wash Works will accept orders at old pricing as long as our capacity allows us to ship prior to the end of February 28<sup>th</sup>, 2025. The 'ship by' policy will be tightly enforced. Order shipments that are delayed past February 28<sup>th</sup> will trigger the 2025 price increase. We reserve the right to determine if orders fit within our capacity.
- **Orders for Motor City Wash Works Equipment placed *after* January 1st, 2025 will include the price increase** – Get the latest version of the System Sizer - Revision #45, in the Distributor Resources Section from our web site, or work directly with your Regional Sales Manager.

We continue to invest in inventory and automation to increase our manufacturing capacity. Lead times have been reduced to 9-11 weeks or better for custom configured, complete tunnel orders. Please work with your Regional Sales Manager to place your orders as soon as possible to secure your preferred ship dates. We are working hard to compete in the tunnel market, and we appreciate your hard work and collaboration to keep earning business.

Sincerely,

*Richard Belanger*

Richard Belanger

Chief Operating Officer

**Motor City Wash Works, Inc.**

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