

August 19, 2026

Re: Garland SunFire UMRP (Unilateral Minimum Retail Price) Policy

In the last several months, we have worked on improving the purchase price on Garland SunFire ranges for our valued dealer partners. In an effort to support the sale and promotion of the Garland SunFire products and to protect the value of the Garland SunFire brand, Garland SunFire is unilaterally establishing this **UMRP (Unilateral Minimum Retail Price) policy**. This policy is not an agreement with any reseller, and no reseller is required to accept, acknowledge, or agree to it.

The Garland SunFire UMRP policy supersedes the current MAP policy for all Garland SunFire branded equipment.

The Garland SunFire UMRP policy will not apply to Garland or US Range branded equipment. These will remain under the current MAP policy.

This UMRP policy will apply to all resellers, including internet retailers, who resell Garland SunFire products in the United States. Garland will administer and enforce this policy independently, uniformly, and without consultation, agreement, or coordination with any reseller or group of resellers.

This UMRP policy applies to equipment pricing only. Charges for services, including but not limited to delivery, specification, design, installation, etc., remain at the discretion of all dealers.

Additional incentives to buy that have monetary value (such as coupons, rebates, free accessories) that take the net price below UMRP would also violate the terms of this policy. However, rebates provided by eligible public utility programs, even when administered by the dealer, would be acceptable under this UMRP program. Furthermore, this policy applies only to new products. Products returned by customers or damaged (“scratch and dent”) units that can no longer be sold as “new” and are clearly marked as such, with the location and nature of the damage accurately disclosed, are not subject to the UMRP policy.

Additionally, this program does not apply to government sales that are transacted under General Service Administration schedule contracts, as administered by the US Government, by a GSA contract holder.

For clarity, dealers are free to set, advertise, and sell Garland SunFire products at any price it independently chooses. Garland SunFire will not seek or accept any agreement, assurance, or commitment from any dealer regarding resale prices. However, Garland SunFire reserves the unilateral right, in its sole discretion, to decline to sell some or all Garland SunFire products to any dealer who offers or sells Garland SunFire products below the established UMRP.

UMRP pricing is established unilaterally by Garland SunFire as a net price off the current published price list. Garland SunFire may modify, suspend, or discontinue this policy, or any UMRP price, at any time upon notice.

The current UMRP, going into effect on September 1, 2026, is listed below.

Garland SunFire	List Price	UMRP
X24-4L	\$4,732.00	\$2,189.00
X36-6R	\$5,031.00	\$2,329.00
X36-2G24R	\$8,648.00	\$4,199.00

Garland SunFire	List Price	UMRP
X60-10RR	\$8,913.00	\$4,499.00
X60-6R24RR	\$11,801.00	\$5,499.00
X60-6G24RR	\$10,586.00	\$4,999.00

Actions by Garland SunFire for Policy Violations

Garland SunFire will monitor compliance with this policy independently. If it is determined that a reseller has advertised, offered or sold a Garland SunFire product below the applicable UMRP, Garland SunFire will notify the dealer of the possible violation. If Garland determines that a violation was not accidental or unintended, it will take the following unilateral actions:

First Violation: Garland SunFire may provide written notice of the violation to the dealer. With respect to an advertised offer below UMRP, Garland SunFire may allow the dealer up to 72 hours to remove or correct the non-compliant advertised offer. This notice is provided solely as a unilateral enforcement communication and does not request or require any agreement, assurance, or commitment from the dealer.

Second Violation: Garland SunFire may unilaterally suspend all shipments of Garland SunFire products to the Dealer for thirty (30) calendar days.

Third Violation: Garland SunFire may unilaterally terminate the Dealer's authorized status for Garland SunFire branded products for twelve (12) calendar months. During that period, Garland SunFire may decline to sell any Garland SunFire branded products to the dealer and may require the dealer to discontinue any representation that it is an authorized Garland SunFire dealer.

The number of violations will be counted separately for each reseller that violates this policy and determined based upon a rolling twelve-month period. Any offer to sell by a reseller that violates this policy and continues to be available for more than three (3) business days after Garland SunFire has notified the dealer of the violation will count as a new and separate violation by that reseller.

Any questions about this policy should be directed only to the Garland SunFire Customer Service. Garland SunFire personnel are not authorized to discuss any reseller's pricing decisions, enforcement decisions, or potential exceptions to this policy. Contact information is provided below.

Customer Service Supervisor	Mirella Forte	Mirella.Forte@garland-group.com	905.806.8184
Director of Sales	Kimberly Boyles	kimberly.boyles@garland-group.com	817.914.1243
Regional Sales Manager, West	Steve Frazee	steven.frazee@garland-group.com	682.484.7105
Regional Sales Manager, East	Mike Meadows	mike.meadows@garland-group.com	727.946.8973
Regional Sales Manager, South	Marsha Lee	marsha.lee@garland-group.com	731.316.5097

Best regards,



Graham Sams
President, Garland