



**Jul 27, 2022**

To Whom It May Concern:

Daiohs USA dba First Choice Coffee services requests an extension of the Collin County contract #2017-159, a four month period of October 1, 2022 through and including January 31, 2023. First Choice requests a price increase as shown below and per the documentation provided.

	Product Description	Current Price	Requested Price	% Change
1	Coffee - Regular (Breakfast Blend) 36x1.5	\$24.95	\$27.45	10.02%
2	Coffee - Decaffeinated 24x1.75 oz	\$18.50	\$20.44	10.49%
4	Styrofoam Cups - 8 oz.	\$26.50	\$33.13	25.00%
5	Lids for 8 oz. Styrofoam Cups	\$18.00	\$22.50	25.00%
6	Coffee Stirrers	\$18.50	\$22.56	21.95%
15	Coffee Regular - 16x12 oz.	\$88.80	\$97.68	9.09%

Sincerely,

April Goodson

Central Regional Manager

Daiohs USA dba First Choice Services

972-964-5282 | [dallasnorth@firstchoiceservices.com](mailto:dallasnorth@firstchoiceservices.com)



**DART CONTAINER CORPORATION**

www.dartcontainer.com

500 Hogsback Road • Mason, Michigan 48854 • Phone: (800) 248-5960 • Email: sales@dart.biz

September 1, 2021

Dear Valued Dart Customer:

Due to continued increases in raw material costs, non-material costs including freight, and other costs to service, we are implementing a price increase on the following products to our U.S. Foodservice, National Account, and Warehouse Club customers. The effective date of increased pricing is October 1, 2021.

Product Line	Increase Percent
HIPS Cups & Lids (including combo packs)	14%
Lids for Paper Cups and Paper Food Containers	14%
PET/RPET/PP Cups & Lids	14%
Misc. Equipment (Dessert Sleeves, Collars, etc.)	14%
Paper Food Container/Lid Combo Packs	25%
PP Food Packaging product lines	12%
Bagasse Hinged Trays, Mineral Filled PP Hinged Trays, and Cutlery	12%
All remaining products including: <b>8 oz Styro Cups &amp; Lids</b> <ul style="list-style-type: none"><li>• EPS Cups, Containers, Bowls and Lids</li><li>• Fusion and Trophy Cups</li><li>• DSP, SSP, SSP PCF &amp; SSPLA Paper Cups</li><li>• Bagasse Dinnerware and Lids</li><li>• OPS, PET, PS, and Paper Food Packaging product lines</li></ul>	6%

Your specific post-increase prices will be sent to you today.

This price increase applies to all orders placed on or after October 1, 2021. Buy-ins cannot be accommodated and all orders at the pre-increase pricing must be for immediate shipment. Contract prices on Dart Competitive Price Agreements (CPAs), where not guaranteed firm for a specific period, will increase on October 1.

Please contact your Dart Sales Representative with any questions.

Thank you for adjusting your records and for your continued support.

Bob Novak, Executive Vice President Sales & Marketing  
Dart Container Corporation

*Dart sets the Industry Standard of Excellence by safely and efficiently providing high-quality food and beverage packaging solutions and exceptionally reliable service to each and every one of our customers.*



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September 29, 2021

Dear Valued Dart Customer:

Due to continued increases in raw material costs, non-material costs including freight, and other costs to service, we are implementing a price increase on the following products to our U.S. Foodservice, National Account, and Warehouse Club customers. The effective date of increased pricing is November 1, 2021.

Product Line	Increase Percent
PET/RPET/PP/PS Cups, Containers and Lids (including combo packs, inserts, and mineral filled containers)	14%
Lids for Paper Cups and Paper Food Containers	14%
Foam and Plastic Dinnerware and Covers	14%
Foam Hinged Lid Containers	14%
Cutlery	14%
Misc. Equipment (Dessert Sleeves, Collars, etc.)	14%
All remaining products including: <ul style="list-style-type: none"> <li>• EPS Cups, Containers, Bowls and Lids <b>Styrofoam 8 oz &amp; lids</b></li> <li>• Fusion and Trophy Cups</li> <li>• Paper Cups</li> <li>• Paper Food Containers and combo packs, Spiral Wound Lids, Plates and Souffles</li> <li>• Bagasse Hinged Trays, Bagasse Dinnerware and Lids</li> </ul>	8%

Your specific post-increase prices will be sent to you today.

This price increase applies to all orders placed on or after November 1, 2021. Buy-ins cannot be accommodated and all orders at the pre-increase pricing must be for immediate shipment. Contract prices on Dart Competitive Price Agreements (CPAs), where not guaranteed firm for a specific period, will increase on November 1.

Please contact your Dart Sales Representative with any questions.

Thank you for adjusting your records and for your continued support.

Bob Novak, Executive Vice President Sales & Marketing  
Dart Container Corporation

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March 15, 2022

Dear Valued Dart Customer:

As a result of continued escalation of transportation, labor, and energy costs, we are implementing a **5% price increase** on all products for our U.S. Foodservice, National Account, and Warehouse Club customers. The effective date for increased pricing is April 15, 2022. **Lids & 8 oz sytrofoam - 5%**

Your specific post-increase prices will be sent to you separately no later than Friday, March 18.

This price increase applies to all orders placed on or after April 15, 2022. Buy-ins cannot be accommodated. Orders placed before April 15 will be at pre-increase prices when calling for immediate shipment and only for the product received for that order. Any items unavailable when fulfilling the order will not carry over pre-increase prices past the increase effective date. Contract prices on Dart Competitive Price Agreements (CPAs), where not guaranteed firm for a specific period, will increase on April 15.

Please contact your Dart Sales Representative with any questions.

Thank you for adjusting your records and for your continued support.

A handwritten signature in black ink that reads "Robert G. Novak". The signature is written in a cursive, flowing style.

Robert G. Novak  
Executive Vice President Sales & Marketing  
Dart Container Corporation



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500 Hogsback Road • Mason, Michigan 48854 • Phone: (800) 248-5960 • Email: sales@dart.biz

April 28, 2022

Dear Valued Dart Customer:

As a result of the continued escalation of raw material costs and other costs, we are implementing a **6% price increase** on select product lines for our U.S. Foodservice, National Account, and Warehouse Club customers. The effective date for increased pricing is June 1, 2022. Product lines included in this increase are detailed below.

Product Line	Increase Percent
EPS Cups & Associated Lids <b>8 oz styrofoam &amp; lids</b>	6%
Fusion Cups & Associated Lids	6%
Trophy Cups & Associated Lids	6%
2-Piece Paper Cups & Associated Lids	6%
EPS Containers & Associated Lids	6%
EPS Bowls & Associated Lids	6%
Paper Food Containers & Associated Lids	6%
Paper Munchie Cups	6%
Paper Souffles	6%
Paper Dinnerware	6%
Paper Buckets & Associated Lids	6%

Your specific post-increase prices will be sent to you soon.

This price increase applies to all orders placed on or after June 1, 2022. Buy-ins cannot be accommodated. Orders placed before June 1 will be at pre-increase prices when calling for immediate shipment and only for the product received for that order. Any items unavailable when fulfilling the order will not carry over pre-increase prices past the increase effective date. Contract prices on Dart Competitive Price Agreements (CPAs), where not guaranteed firm for a specific period, will increase on June 1.

Please contact your Dart Sales Representative with any questions.

Thank you for adjusting your records and for your continued support.

Robert G. Novak  
Executive Vice President Sales & Marketing  
Dart Container Corporation

*Dart sets the Industry Standard of Excellence by safely and efficiently providing high-quality food and beverage packaging solutions and exceptionally reliable service to each and every one of our customers.*



Shane Finnerty  
Director Of Private Label Sales  
Ronnoco Beverage Solutions  
4241 Sarpy Avenue  
St. Louis, MO 63110

*sent electronically*

**Date:** March 4, 2022  
**To:** First Choice Services  
**Subject:** Ronnoco Beverage Solutions - Cost Increase

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Dear Richard Aubuchon,

This letter is to address current market conditions. As we are sure you have experienced in your business, Ronnoco has continued to be hit with higher costs in green coffee, coffee differentials, flavoring, tea and fruit juice. Below is a summary of our cost increases.

- **Green Coffee**  
Green coffee has increased another 24+% since late 2021 (up 150% since November 2020)
- **Differentials**
  - Coffee differentials have increased \$0.10 per pound since late 2021; due mostly to increases in ocean freight.
- **Flavoring**
  - Flavoring has increased over 20% since early 2021
- **Tea**
  - *Tea has increased 10% since early 2021.*

**Breakfast Blend 36x2.5 oz**  
**Decaf 24x1.75 oz**  
**Cafe Blend Ground 12 oz x16 ct**

Consequently, after taking the above items into consideration, a price increase of \$0.74 per pound for coffee (\$0.77 per lb for flavored coffee) will be implemented on **April 4<sup>th</sup>, 2022.**

If you have questions or concerns, please reach out to me with any questions.

We truly appreciate your partnership and ongoing support of Ronnoco Beverage Solutions.

Sincerely,

Shane Finnerty  
Director of Private Label