

500 Hogsback Road • Mason, Michigan 48854 • Phone: (800) 248-5960 • Fax: (517) 676-3883 • Email: sales@dart.biz

March 15, 2021

Dear Dart Customer:

Due to the continued escalation of raw material costs and other manufacturing costs, <u>we are</u> <u>implementing a price increase on the following products to our U.S. Foodservice, National</u> <u>Account, and Warehouse Club Customers:</u>

- Unprinted & stock printed EPS, Fusion & Trophy cups, containers, bowls & EPS lids: 8%
- Custom printed EPS, Fusion & Trophy cups, containers & bowls: 6%
- All polystyrene products (OPS, DIF, HIPS, PS), including lids for EPS, Fusion, and Trophy: **12%**

The effective date of the increased prices is April 15, 2021. Your specific post-increase prices will be sent to you shortly.

This price increase applies to all orders placed on or after April 15, 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 April 15.

Please contact your Dart Sales Representative with any questions.

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

Dart Container Corporation



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 **<u>6% price increase</u>** on select product lines for our U.S. Foodservice, National Account, and Warehouse Club customers. <u>The effective date for increased pricing is June 1, 2022</u>. Product lines included in this increase are detailed below.

Product Line	Increase Percent
EPS Cups & Associated Lids	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 <u>only for the product received for that order</u>. 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.

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



June 29, 2021

Dear Valued Dart Customer:

Because of escalating costs due to sustained changes in product mix and the impacts those have had on our cost to service, we are implementing an **8% increase on select EPS products** to our U.S. Foodservice, National Account, and Warehouse Club Customers. This is in addition to increasing product lines announced yesterday, June 28. <u>The effective date of increased pricing is August 1,</u> <u>2021.</u>

Product Line	Increase Percent
EPS Food Containers, Bowls, and associated lids	8%
PP, PS, and PET food packaging product lines (excluding cutlery, TamperGuard snack boxes, and Sauces & Sides)	8%
PP Portion Containers	20%
PP and PET plastic cups and associated PP and PET cold cup lids	8%
PS Plastic Cups and associated PS plastic cold cup lids	12%
Paper Products (<u>excluding</u> DuoShield and lids for paper cups but including combo packs)	5%

Here is a complete list of product lines increasing in price on August 1:

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

This price increase applies to all orders placed on or after August 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 August 1.

Please contact your Dart Sales Representative with any questions.

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

Dart Container Corporation



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. <u>The effective date of increased pricing is October 1, 2021.</u>

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:	
EPS Cups, Containers, Bowls and Lids	
Fusion and Trophy Cups	604
DSP, SSP, SSP PCF & SSPLA Paper Cups	6%
Bagasse Dinnerware and Lids	
OPS, PET, PS, and Paper Food Packaging product lines	

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.

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



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.

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 <u>only for the product received for that order</u>. 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.

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



October 19, 2021

Dear Valued Dart Customer:

As a result of increased manufacturing costs and other costs to service, we are implementing an <u>8%</u> <u>price increase on all products</u> **except** <u>bagasse products</u>, <u>which will not be increased</u>. The increase applies to our U.S. Foodservice, National Account, and Warehouse Club customers. <u>The effective</u> <u>date for increased pricing is December 1, 2021</u>.

Your specific post-increase prices will be sent to you Wednesday, October 20.

This price increase applies to all orders placed on or after December 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 December 1.

Please contact your Dart Sales Representative with any questions.

but A. Vloak

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



January 7, 2022

To Our Valued Dart Consumer Products Customers:

Due to continued increases in raw material costs, other manufacturing costs, and distribution costs, Dart is announcing a 14% increase on all retail-packaged Dart, Control Brand, and Private Brand products (all substrates), and an 8% increase on all retail-packaged Solo Brand products (all substrates). The increase applies to all our U.S. Consumer Products customers and to our Warehouse Club customers for affected products intended for consumer home use. <u>The effective</u> <u>date of increased pricing is March 1, 2022.</u>

Product Line Description	
All Dart, all Control Brands, and all Private Brands (all substrates)	<mark>14%</mark>
All Solo Brands (all substrates)	8%

This price increase applies to all orders placed on or after March 1, 2022. Buy-ins cannot be accommodated. Orders placed before March 1 will be invoiced at pre-increase prices when calling for immediate shipment and <u>only for the product received for that order</u>. Any items unavailable when fulfilling the order will not carry over pre-increase prices past the increase effective date.

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

Please contact your Dart Consumer Products Salesperson with any questions.

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

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

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April 8, 2022

To Our Valued Dart Consumer Products Customers:

Due to continued increases in raw material costs, packaging costs, and distribution costs, Dart is announcing an 8% increase on all retail-packaged Paper product lines (all brands and labels), and a 10% increase on all retail-packaged EPS, Trophy, and Plastic product lines (all brands and labels). The increase applies to all our U.S. Consumer Products customers and to our Warehouse Club customers for affected products intended for consumer home use. <u>The effective date of increased pricing is June 1, 2022</u>.

Product Line Description	
All Paper Product Lines (all brands and labels)	8%
All EPS, Trophy, and Plastic Product Lines (all brands and labels)	<mark>10%</mark>

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 invoiced at pre-increase prices when calling for immediate shipment and <u>only for the product received for that order</u>. Any items unavailable when fulfilling the order will not carry over pre-increase prices past the increase effective date.

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

Please contact your Dart Consumer Products Salesperson with any questions.

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

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

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500 Hogsback Road • Mason, Michigan 48854 • (800) 248-5960

January 11, 2021

To Our Valued Dart Customers:

Due to escalating raw material costs and other manufacturing costs, Dart will be increasing prices by 8% on all PP (Polypropylene) products, Bagasse products, and PS (Polystyrene) Impress and Reliance cutlery products.

The effective date of the increased prices is February 15, 2021. Your specific post-increase prices will be sent to you shortly.

This price increase applies to all orders placed on or after February 15, 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 February 15.

Please contact your Dart Sales Representative with any questions.

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

Dart Container Corporation



500 Hogsback Road • Mason, Michigan 48854 • (800) 248-5960

January 29, 2021

To Our Valued Dart Customers:

As a result of escalating costs due to sustained changes in product mix and the impacts those have had on our cost to service, we are implementing a price increase on the following products to our U.S. Foodservice, National Account, and Warehouse Club customers:

Product Line	Increase Percent
Paper products (cups, containers, and dinnerware) and	3%
associated lids	
PP, PET, and PS cups and lids	6%
OPS and PET containers	6%
Creative Carryouts and Expressions	6%
Cutlery	6%
Foam dinnerware and foam hinged trays	<mark>6%</mark>
Impact dinnerware	6%
Mtrene products	6%
Portion containers and lids (including Sauces and Sides)	6%
PP and RPET Deli Containers and Lids	6%
PresentaBowls Pro	6%

The effective date of the increased prices is March 1, 2021. Your specific post-increase prices will be sent to you shortly.

This price increase applies to all orders placed on or after March 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 March 1.

Please contact your Dart Sales Representative with any questions.

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

Dart Container Corporation



March 10, 2022

Dear Valued Customer,

Effective with orders placed on or after April 18, 2022, and/or shipments beginning May 2, 2022, Duro Bag is announcing an 6% price increase on all products except shopping bags and plastic t-shirt bags.

A detailed price list reflecting this increase will be sent to you soon.

All orders placed prior to April 18, 2022, for shipments prior to May 2, 2022, will be invoiced at the current price. These orders must be in line with your normal 4-week usage by bag size. Orders that have already been accepted by Duro Bag *prior* to this announcement that call for shipments on/after May 2, 2022 but prior to , will be honored at the acknowledged price.

Orders placed on/after March 11, 2022, that call for shipments or that have to be shipped (due to long lead times) after May 2, 2022, will be invoiced at the new price.

Due to heavy market demand, we will be unable to accept advance buys.

We value your business and as always appreciate your support. If you have any questions, please reach out to your sales representative.

Best Regards,

Sachin Shah SVP – Pricing and Commercial Strategy

cc: Chuck Hathaway, VP, Sales



November 1, 2021

Dear Valued Customer,

Effective with orders placed on or after December 15, 2021, and/or shipments beginning January 1, 2022, Duro Bag is announcing the following price increase:

- All Handle and non-Handle Sacks 6% 9%
- All Other Paper Bags •

A detailed price list reflecting this increase will be sent to you soon.

All orders placed prior to December 15, 2021, for shipments prior to January 1, 2022, will be invoiced at the current price. These orders must be in line with your normal 4-week usage by bag size. Orders that have already been accepted by Duro Bag prior to this announcement that call for shipments on/after January 1, 2021, will be honored at the acknowledged price. Orders placed on/after November 1 that call for shipments or that have to be shipped (due to long lead times) after January 1 will be invoiced at the new price.

Due to heavy market demand, we will be unable to accept advance buys.

We value your business and as always appreciate your support. Your local sales representative will contact you to answer any questions you may have with this announcement.

Best Regards,

Sachin Shah SVP – Pricing and Commercial Strategy

cc: Chuck Hathaway, VP, Sales

[EXTERNAL] Duro had an increase of 10% the first of October 2020

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J	E,	

Johnson, Earl <Earl.Johnson@novolex.com> To Nathan Rosche - Southwest Market

Retention Policy Bunzl 18 month Email Retention (1 year, 6 months)

Expires 10/6/2022

← Reply

K Reply All

→ Forward

Mon 4/5/2021 11:08 AM

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Morning Nathan

This is to inform you that Duro will have a 10% increase on all Bagcraft items starting October 1 2020. This is due to freight, Raw materials and Labor costs. Thanks

Earl Johnson Business Development Manager / Sales Manager Mid-South Novolex P: 214-542-8345 Earl.Johnson2@novolex.com



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February 14, 2022

Dear Valued Customer:

Due to the unprecedented supply chain challenges, including continued escalation of raw material cost, transportation, ocean freight, port fees, and other non-material cost, Huhtamaki is announcing the following price increase effective **April 1, 2022**:

- Smooth Molded Fiber 10%
- Rough Molded Fiber 10%
- Shaped Paperboard 10%
 - \circ Cold Cups
 - Hot Cups (single wall and insulated)
 - Food Containers & Combo Packs
 - Food Containers Lids
- Folding Cartons 10%
- Pressboard plates 10%
- Plastic 3%
 - Hot Cup Lids
 - \circ Cold Cup Lids
 - Food Containers Lids
- Cutlery 15%
- Molded Fiber Clamshells, Containers, Bowls and Lids 25%

All orders for products shipping on or after April 1, 2022 will be invoiced at the new prices. To meet normal shipping lead-times, pre-price increase orders must be placed on or before March 17, 2022. Orders received after March 17, 2022 will not ship before April 1, 2022 and will be invoiced at the new price.

Orders of products at current pricing will be limited to 1/12th of your annual purchase amount.

We appreciate your understanding. Thank you for your business.

Sincerely,

Vm Zn

Vince Daniel Senior Vice President Foodservice

Huhtamaki North America - Foodservice

June 15, 2022

Dear Valued Customer:

Due to the continued supply chain challenges, including escalation of raw material cost, transportation cost, utilities and other non-material cost, Huhtamaki is announcing the following price increase effective **August 1, 2022**:

- Smooth Molded Fiber 12%
- Rough Molded Fiber 8%
- Shaped Paperboard 8%
 - o Cold Cups
 - Hot Cups (single wall and insulated)
 - Food Containers & Combo Packs
 - o Food Containers Lids
- Folding Cartons 8%
- Pressboard plates 8%
- Plastic Tableware 8%
- Plastic Lids 8%
 - Cold Cup Lids
 - Hot Cup Lids
 - Food Containers Lids

All orders for products shipping on or after August 1, 2022 will be invoiced at the new prices. To meet normal shipping lead-times, pre-price increase orders must be placed on or before July 15, 2022. Orders received after July 15, 2022 will not ship before August 1, 2022 and will be invoiced at the new price.

Orders of products at current pricing will be limited to 1/12th of your annual purchase amount.

We appreciate your understanding. Thank you for your business.

VinZn

Vince Daniel Senior Vice President Foodservice

July 15, 2021

Dear Valued Customer:

Due to the unprecented supply chain challenges, including continued escalation of raw material & oceanfreight costs, Huhtamaki is announcing price increase on the following Foodservice product lines effective **September 1, 2021**:

- Strongholder Rough Molded Fiber 5%
- Savaday Rough Molded Fiber 5%
- Molded Fiber Hinged Containers 5%
- Folding cartons 5%

All orders for stock products shipping on or after September 1, 2021 will be invoiced at the new prices. To meet normal shipping lead-times, pre-price increase orders must be placed on or before August 23, 2021. Orders received after August 23, 2021 will not ship before September 1, 2021 and will be invoiced at the new price.

All contracted pricing will be adjusted per the terms of the agreement.

Orders of products at current pricing will be limited to 1/12th of your annual purchase amount.

We appreciate your understanding. Thank you for your business.

Vin Z

Vince Daniel Senior Vice President Foodservice

November 15, 2021

Dear Valued Customer:

Due to the unprecedented supply chain challenges, including continued escalation of raw material cost, freight and other non-material cost to service, Huhtamaki is announcing the following price increase effective **January 1, 2022**:

- All Foodservice Products 15%
- Molded fiber clamshells 20%

All orders for products shipping on or after January 1, 2022 will be invoiced at the new prices. To meet normal shipping lead-times, pre-price increase orders must be placed on or before December 20, 2021. Orders received after December 20, 2021 will not ship before January 1, 2022 and will be invoiced at the new price.

Orders of products at current pricing will be limited to 1/12th of your annual purchase amount.

We appreciate your understanding. Thank you for your business.

In Pro

Vince Daniel Senior Vice President Foodservice



Memorandum

To:	All Customers
From:	Operations
Date:	01.14.2022
Re:	2022 Price % Increase & Categories List (Effective 2/14/2022)

Dear Valued Customers,

Due to the continuous increase in raw material cost, ocean freight and related fees, Karat by Lollicup regret to announce that there will be a price increase on the following product categories, effective on February 14th, 2022. **Please see below for effected categories:**

Product Category	Effective 2/14/2022
Bagasse	10%
Bio-based Utensils	10%
Chopsticks	10%
Deli Wrap	10%
Fold to go	10%
Food Tray	10-15%
Gourmet Food Container & Matching Lid	10%
Injection Molded Food Container	10%
Injection Molded Bowl	10%
Injection Molded Lids	15%
Injection Molded Deli w/Lids	10%
Mineral Filled PP Hinged Container	5%
Matching Lid of Paper Cold Cup	15%
Paper Hot Cup	15%
Matching Lid of Paper Hot Cup	5%
PET Cup & Matching Lid	Lid: 5%
PET Hinged Container	5%
PLA Cup/Food Container & Lid	10%
PLA Portion Cup & Matching Lid	Paper: 8%
KE Straw (PLA and Paper)	Paper: KE-C9350W: 15%
PP Insert	10%
PP Portion and Lid	Portion Cup: 10-15%
PP Portion Lid	Lid: 10%
Tamper Resistant	10-15%
Too 7000	Powder, Syrup, Popping Pearls, Jelly, Tapioca: 5%
Tea Zone	Others: 10%

*Pricing subject to change without prior notice.

Once again, we appreciate your patience and your understanding in this matter. Please do not hesitate to reach out to your customer service or sales representatives if you have any questions or concerns. We thank you for your continued support and understanding.

Best Regards,

Alan Yu

President & CEO Karat[®] by Lollicup™

Karat®rlollicup

Memorandum

To: All Customers From: Operations Date: 10.01.2021 Re: 2021 Price Increase Categories List (effective 11/01/2021)

Dear Valued Customers,

Karat by Lollicup due to increases cost in freight, raw materials, and the supply disruption on product availability, we regret to announce that there will be a price increase on the following products, and it will be effective on November 1st, 2021

Please see below for effected categories:

	11/1/2021
Aluminum Foil (AF- and FW-)	20%
Bagasse	10%
Bio-based Utensil	5%
Food Tray	5-10%
Injection Molded Food Container	10-15%
Injection Molded Bowl and Lid	10%
Injection Molded Deli Container w/Lid	10%
Janitorial Supplies	Wipes: -20%
Mineral Filled PP Hinged Container	5%
Paper Cold Cup	10%
Paper Hot Cup	Insulated and Ripple: 10-15%

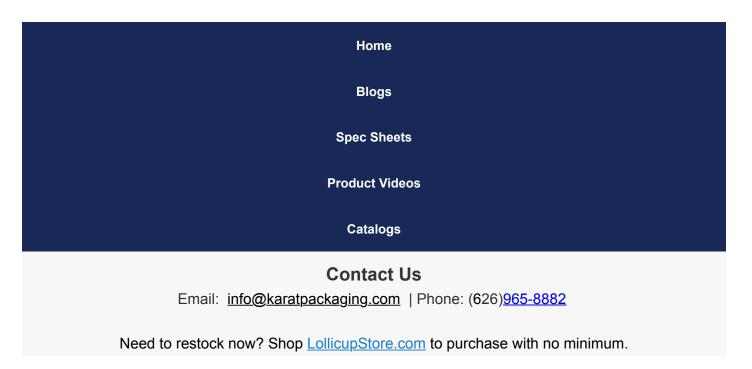
PET Cup and Lid	5%
PLA Hinged Deli Container	10-20%
PLA Portion Cup & Lid	10-20%
PP Deli Container & Lid	10%
PP Hinged Container	5%
PP Portion Cup and Lid	<mark>5%</mark>
PP Straw	7%

Once again, we appreciate your patience and your understanding in this matter. Please do not hesitate to reach out to your customer service or sales representatives if you have any questions or concerns.

We thank you for your continued support and understanding.

Best Regards,

Alan Yu President & CEO Karat® by Lollicup™



Click <u>Unsubscribe</u> if you no longer wish to receive these emails.

6185 Kimball Ave, Chino, CA 91708



May 17, 2021

To Our Valued Customers:

These are certainly unprecedented times we are experiencing as a nation. The hope of returning to normal is closer than ever as the vaccines continue to get administered across the country. As an outcome of the economic recovery, we are experiencing cost increases across all major sectors of our business including transportation and key raw material inputs. During this inflationary period, Morcon has continued to provide the highest level of quality products and service to our customers. Unfortunately, we can no longer absorb these costs and it is necessary to increase our prices.

Effective, July 1, 2021, Morcon Tissue will be increasing prices up to 10.0% on Tissue, Towel, Napkin and Dispenser products. All orders placed by June 30, 2021, calling for immediate shipment, will be invoiced at current into-stock prices. Orders received on or after July 1, 2021 will be invoiced at new into-stock prices.

Orders exceeding more than 1/12th of your annual volume will be processed at the new pricing levels.

All contract prices will be adjusted up to 10.0% upon their expiration date with some contracts increasing more.

We will be sending you the updated into stock and contract price lists at our earliest convenience. Please contact your Morcon sales representative with any questions.

Thank you for your business and continued support of Morcon. We are dedicated to helping you grow your business and thank you for your partnership.

Philip J. Hart Vice President, Revenue Management Morcon Tissue



May 24, 2022

Dear Valued Customer:

First and foremost, we would like to thank you for business and continued partnership with Morcon Tissue. These are unprecedented times for our industry as inflationary pressures continue to increase across all major cost drivers. Although Morcon has implemented several Continuous Improvement Initiatives to reduce the impact of these raw material and logistics costs, we can no longer assume the full burden and must pass these along to our customers.

Therefore, Morcon will be increasing prices up to 18.0% on all Napkin, Towel, Tissue and Dispensers effective July 1, 2022. Note that some product categories and / or geographies may increase by more than 18.0%.

All orders placed by June 30, 2022, calling for immediate shipment, will be invoiced at current into-stock prices. Orders received on or after June 30, 2022 will be invoiced at new into-stock prices.

Orders exceeding more than 1/12th of your annual volume will be processed at the new pricing levels and quantities adjusted down.

All contract prices will be adjusted up to 18.0% upon their expiration date with some contracts increasing by more than 18.0%.

We will be sending you the updated into stock and contract price lists at our earliest convenience. Please contact your Morcon sales representative with any questions.

Thank you for your business and continued support of Morcon.

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Philip J. Hart Vice President, Revenue Management Morcon Tissue



September 1, 2021

To Our Valued Customers:

Due to the continued rising costs of Freight, Labor and Raw Materials, Morcon Tissue will be increasing prices up to 10.0% on Napkins and C-Fold Towels effective October 1, 2021. Note that some items may increase by more than 10.0%. All orders placed by September 30, 2021, calling for immediate shipment, will be invoiced at current into-stock prices. Orders received on or after September 30, 2021 will be invoiced at new into-stock prices.

Orders exceeding more than 1/12th of your annual volume will be processed at the new pricing levels.

All contract prices will be adjusted up to 10.0% upon their expiration date with some contracts and items increasing more.

We will be sending you the updated into stock and contract price lists at our earliest convenience. Please contact your Morcon sales representative with any questions.

Thank you for your business and continued support of Morcon. We are dedicated to helping you grow your business and thank you for your partnership.

Philip J. Hart Vice President, Revenue Management Morcon Tissue



October 1, 2021

To Our Valued Customers:

Our industry continues to face inflation throughout all major business cost drivers such as labor, transportation, and raw materials. Although we have been able to offset a portion of these increases through Continuous Improvement Initiatives, we have not been to offset the full impact of all of the cost escalations.

Therefore, Morcon will be increasing prices up to 8.0% on all Tissue and Towel items effective December 1, 2021. Note that some items may increase by more than 8.0%. All orders placed by November 30, 2021, calling for immediate shipment, will be invoiced at current into-stock prices. Orders received on or after November 30, 2021 will be invoiced at new into-stock prices.

Orders exceeding more than 1/12th of your annual volume will be processed at the new pricing levels.

All contract prices will be adjusted up to 8.0% upon their expiration date with some contracts and items increasing more.

We will be sending you the updated into stock and contract price lists at our earliest convenience. Please contact your Morcon sales representative with any questions.

Thank you for your business and continued support of Morcon.

Philip J. Hart Vice President, Revenue Management Morcon Tissue



February 24, 2022

Dear Valued Customer:

Our industry continues to experience significant inflationary pressure across all major cost drivers including labor, raw materials, transportation and distribution. Morcon has continued to work diligently to mitigate the impact to our customers however we can no longer absorb the full impact to our business.

Therefore, Morcon will be increasing prices up to 15.0% on all Napkin, Towel, Tissue and Dispensers effective April 1, 2022. Note that some product categories and / or geographies may increase by more than 15.0%.

All orders placed by March 31, 2022, calling for immediate shipment, will be invoiced at current into-stock prices. Orders received on or after March 31, 2022 will be invoiced at new into-stock prices.

Orders exceeding more than 1/12th of your annual volume will be processed at the new pricing levels and quantities adjusted down.

All contract prices will be adjusted up to 15.0% upon their expiration date with some contracts increasing by more than 15.0%.

We will be sending you the updated into stock and contract price lists at our earliest convenience. Please contact your Morcon sales representative with any questions.

Thank you for your business and continued support of Morcon.

Philip J. Hart Vice President, Revenue Management Morcon Tissue



October 21, 2020

RE: Price Increase Announcement

To Our Valued Customers:

Due to continued escalation in freight, labor, energy and corrugate costs, Pactiv Evergreen is announcing a 3% price increase on all products sold in the United States and all international and export markets.

This increase will take effect with all orders **placed on or after December 1, 2020** and orders **shipped on or after December 8, 2020.** In addition, all contracted business will increase per the terms of the agreement.

Pactiv will not accommodate any advance buys and will reserve the right to restrict any orders which exceed normal ordering patterns or previously submitted forecasts.

We appreciate your ongoing support for our packaging products. Thank you for your business.

Ingrath

John McGrath President and CEO



June 30, 2021

RE: Price Increase Announcement

To Our Valued Customers:

Due to the continued escalation of raw material and other manufacturing costs, Pactiv Evergreen is announcing a price increase on the below products sold in the United States and all international and export markets.

- All PP Containers 10%
- All other PP Products 8%
- HIPS Drink Cups & Lids 12%
- PS Portion Cups & Associated Lids 8%
- PET Drink Cups & Lids 8%
- PS/PET/CPET/APET/RPET Containers 8%
- PS Tableware 8%
- Lids for Paper Cups 5%

This increase will take effect with all orders **placed on or after August 1, 2021** and orders **shipped on or after August 8, 2021.** In addition, all contracted business will be subject to the above increase.

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

Pactiv Evergreen will not accommodate any advance buys and will reserve the right to restrict any orders which exceed normal ordering patterns or previously submitted forecasts.

We appreciate your ongoing support for our packaging products. Thank you for your business.

Tim Levenda President, Foodservice

>:fwh

Eric Wulf President, Food Merchandising



March 10, 2022

RE: Price Increase Announcement

To Our Valued Customers:

Due to the continued escalation of transportation, labor, and energy costs, Pactiv Evergreen is announcing a 5% price increase on all products sold in the United States and all international and export markets.

This increase will take effect with all orders **shipped on or after April 15, 2022.** All contract prices where not guaranteed for a specified period will be subject to the above increase. Your specific post-increase prices will be sent to you shortly.

All purchase orders placed will need to reflect pricing effective as of the shipment date.

Pactiv Evergreen will not accommodate any advance buys and will reserve the right to restrict any orders which exceed normal ordering patterns or previously submitted forecasts.

We appreciate your ongoing support for our packaging products. Thank you for your business.

Tim Levenda President, Foodservice

>:tww

Eric Wulf President, Food Merchandising



September 1, 2021

RE: Price Increase Announcement

To Our Valued Customers:

Due to the continued escalation of raw materials and other manufacturing costs, Pactiv Evergreen is announcing a price increase on the below products sold in the United States and all international and export markets.

•	Hips Cups & Lids	14%
•	Lids for Paper Cups	14%
•	Paper Cartons/Containers	14%
•	PET/RPET Cups & Lids	14%
•	PP Cups & Lids	14%
•	PLA Cups & Lids	6%
•	PP Containers	12%
•	Fiber Hinged Containers	12%
•	Cutlery	12%
•	PET Containers	6%
•	PS Containers	6%
•	PS Tableware	6%
•	Fiber Dinnerware	6%
•	Aluminum	12%

This increase will take effect with all orders **placed on or after October 1, 2021** and orders **shipped on or after October 8, 2021.** In addition, all contracted business will be subject to the above increase. Your specific post-increase prices will be sent to you shortly.

Pactiv Evergreen will not accommodate any advance buys and will reserve the right to restrict any orders which exceed normal ordering patterns or previously submitted forecasts.

We appreciate your ongoing support for our packaging products. Thank you for your business.

Tim Levenda President, Foodservice

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Eric Wulf President, Food Merchandising



June 7, 2021

RE: Price Increase Announcement

To Our Valued Customers:

As a result of the significant capacity constraints in the ocean freight market, Pactiv Evergreen is announcing a 10% price increase on all **Imported products** sold in the United States and all international and export markets.

This increase will take effect with all orders **placed on or after July 15, 2021** and orders **shipped on or after July 22, 2021.** In addition, all contracted business will be subject to the above increase. Your specific post-increase prices will be sent to you shortly.

Pactiv Evergreen will not accommodate any advance buys and will reserve the right to restrict any orders which exceed normal ordering patterns or previously submitted forecasts.

We appreciate your ongoing support for our packaging products.

Thank you for your business.

Tim Levenda President, Foodservice

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Eric Wulf President, Food Merchandising



April 26, 2021

RE: Price Increase Announcement

To Our Valued Customers:

Due to continued escalation in raw material and other manufacturing costs, Pactiv Evergreen is announcing an 8% price increase on all **Polystyrene (OPS, PS, HIPS, EPS)** products sold in the United States and all international and export markets.

This increase will take effect with all orders **placed on or after June 1, 2021** and orders **shipped on or after June 8, 2021.** In addition, all contracted business will increase per the terms of the agreement.

Pactiv Evergreen will not accommodate any advance buys and will reserve the right to restrict any orders which exceed normal ordering patterns or previously submitted forecasts.

We appreciate your ongoing support for our packaging products. Thank you for your business.

Tim Levenda President, Foodservice

>:tww

Eric Wulf President, Food Merchandising



November 20, 2021

RE: Price Increase Announcement

To Our Valued Customers:

Due to the continued escalation of manufacturing and other costs, Pactiv Evergreen is announcing a 6% price increase on the below products sold in the United States and all international and export markets.

- All PP Products Excluding Roasters/Barns
- All PS/OPS/HIPS/EPS Products Excluding Meat Trays
- All Fiber Hinged, Tableware, Cup Carriers, Trays
- All PET/CPET/rPET Products
- All Paper Products
- All PLA Products
- All Aluminum Products

This increase will take effect with all orders **placed for Shipment on or after January 1, 2022.** All contract prices where not guaranteed for a specified period will be subject to the above increase. Your specific post-increase prices will be sent to you shortly.

All purchase orders placed will need to reflect pricing effective as of the shipment date.

Pactiv Evergreen will not accommodate any advance buys and will reserve the right to restrict any orders which exceed normal ordering patterns or previously submitted forecasts.

We appreciate your ongoing support for our packaging products. Thank you for your business.

Tim Levenda President, Foodservice

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Eric Wulf President, Food Merchandising



March 1, 2021

RE: Price Increase Announcement

To Our Valued Customers:

Due to continued escalation in raw material and other manufacturing costs, Pactiv Evergreen is announcing an 12% price increase on all **Polystyrene (OPS, PS, HIPS, EPS)** products sold in the United States and all international and export markets.

This increase will take effect with all orders **placed on or after April 1, 2021** and orders **shipped on or after April 8, 2021.** In addition, all contracted business will increase per the terms of the agreement.

Pactiv will not accommodate any advance buys and will reserve the right to restrict any orders which exceed normal ordering patterns or previously submitted forecasts.

We appreciate your ongoing support for our packaging products. Thank you for your business.

Ingrath

John McGrath Chief Executive Officer



December 7, 2020

RE: Price Increase Announcement

To Our Valued Customers:

Due to continued escalation in raw material and other manufacturing costs, Pactiv Evergreen is announcing an 8% price increase on the following **Polystyrene (OPS, PS, HIPS)** products sold in the United States and all international and export markets:

- All Containers and Hinged Lids
- All OPS Cake Containers
- All OPS Hinged Lids
- All Portion Cups, Drink Cups and Lids
- All Supermarket and Processor Meat Trays
- All Solid Sheet Cups and Lids
- All Cutlery and Kits
- All Foam Plates and Bowls
- All Foam Hinged Lids
- All Foam Cake Circles
- All Dopaco PS Lids
- All Garden Party® Two Piece/Bulk Merchandiser Produce Baskets

This increase will take effect with all orders **placed on or after February 1, 2021** and orders **shipped on or after February 8, 2021.** In addition, all contracted business will increase per the terms of the agreement.

Pactiv will not accommodate any advance buys and will reserve the right to restrict any orders which exceed normal ordering patterns or previously submitted forecasts.

We appreciate your ongoing support for our packaging products. Thank you for your business.

Imgrath

John McGrath President and CEO



April 01, 2022,

Dear Valued Customer,

I hope this reaches each of you and your families in good health and spirt.

I am writing to inform you that effective May 1, 2022, Rose's Southwest Papers, Inc. shall increase prices on all products 15%, with select items potentially increasing more. We recognize it is likely you have received several notices over the past few days, weeks and months from other suppliers and you understand that current inflationary pressures are the catalyst for the increase.

With continued volatility in the freight markets, Rose's has absorbed freight increases of 22-34% while watching freight capacity further constrict. Raw material supply has likewise tightened, resulting in production costs that are outpacing standard industry indicators, such as pulp and paper indexes. As an example, index pricing for sorted office paper has increased approximately 30% over the last six months while the cost for paper substrates made from sorted office paper have increased 90%.

Current market conditions are challenging each of us as we manage our businesses and personal lives, but I believe our partnerships and ability to work together towards our companies mutual benefit will continue to be our strength in meeting your needs and your customer's needs.

Your updated price sheet is attached. New prices will go into effect with all shipments regardless of order date as of May 01, 2022.

Rob Espat

Rob Espat President Roses Southwest Papers, Inc.



March 11, 2022

Dear Valued Customer,

Your updated into stock pricing is attached. Contract pricing will be adjusted according to the terms of each specific contract.

All price updates will be effective with all shipments as of March 21, 2022. This adjustment is mandated by current market conditions specifically uncontrolled inflation impacting raw material and freight. Due to multiple factors adjustments will be between twelve and twenty-two percent. (12-22%).

Thank you for your continued support of Rose's Southwest Paper, Inc.

Al Sambrano

Director of Sales Roses Southwest Papers, Inc.



May 29, 2022,

Dear Valued Customer,

I hope this reaches each of you and your families in good health and spirt.

We have tried our best to keep kraft product pricing as stable as we could for as long as possible; unfortunately, at this time we can no longer do so.

I am writing to inform you that effective, with all shipments, as of July 1, 2022, Rose's Southwest Papers, Inc. shall increase prices on all Kraft products up to 15%, with select items potentially increasing more. The on-going supply chain shortages have driven the cost of kraft paper beyond a level that we the manufacturer can absorb.

Your updated price sheet shall be sent to you by the end of day Monday June 6th, all orders placed and shipped by Thursday June 30th, shall be honored at the current price.

Rob Espat

Rob Espat President Roses Southwest Papers, Inc.



October 5, 2021

Dear Valued Customer,

I hope this reaches each of you and your families in good health and spirt. I am writing to inform you effective November 15, 2021, Roses Southwest Papers, Inc. will increase prices on all products up to 9% with select items potentially increasing more.

Orders received through the close of business Friday November 12th calling for immediate shipment no later than Tuesday November 30th will be invoiced at current into stock prices. Orders received after November 12th will be invoiced at the new into stock pricing. During this notification period all orders will be limited to your <u>monthly</u> <u>average usage</u>, as measured over the past 3 months.

New Prices will be sent out separately by October 15th, 2021. All contract pricing will be adjusted, according to the terms of each specific contract.

All end -user price agreements (POD) prices will increase effective November 15th, 2021, or upon their expiration date.

The increases are necessitated by the continued escalation of raw materials including paper and pulp and as well as all packaging materials. Freight escalations, driver shortages, and labor shortages are also driving costs upward as well as having a secondary impact on lead times pushing our standard two-week lead times to three and four weeks in many regions. Customer Service will advise you of lead times at order placement.

Thank you for your continued support in Roses Southwest Paper, Inc. We look forward to working with each of you and your teams to the benefit of our mutual growth and goals. Should you have any questions please contact myself or your sales manager.

al Sambrano

Al Sambrano Director of Sales Roses Southwest Papers, Inc.



March 18, 2022

Dear Valued WinCup Customer:

Due to continued escalation in logistics, labor, energy, and raw materials, WinCup is announcing a price increase of 5% on all products, excluding phade straws and stirrers. <u>The Effective date of this increase will be **April 22, 2022**</u>

This increase will apply to all orders placed on or after April 22, 2022. Buy-ins cannot be accommodated and WinCup customer service retains the right to reject orders over and above normal order patterns.

The price increase will be effective for orders received on or after April 22nd and/or shipping after May 20th, including all existing backorders.

Repricing orders:

- Any orders placed prior to April 22nd but scheduled to ship after May 20th must be repriced to reflect the price increase.
 - These orders will be placed on Hold, and auto cancelled if not repriced by May 10th
- Any product that is backordered due to supply issues that ships after May 20th will also be placed on Hold for repricing.
 - Customer may elect to cancel their backorder or reprice on or before May 20th
 - All backorders not repriced by May 20th will be auto cancelled.

You will receive new pricing shortly. Please ensure all WinCup price change documents are distributed to the appropriate personnel within your company. All Bids/Contracts will be increasing as well.

Contact your WinCup Sales Representative with further questions.

As a reminder our eco-friendly straws phade®, and VIO® can be shipped with regular foam orders.

We thank you for your loyalty and appreciate our supply position within your organization.

Michael Bute

Michael Winters, WinCup President & Chief Revenue Officer



4640 Mountain Ind. Blvd., Stone Mountain, GA, 30083



WinCup 4640 Lewis Road Stone Mountain, GA 30083 Phone: (800) 292-2877 www.wincup.com

July 16, 2021

Dear Valued WinCup Customer:

Due to continued escalation in multiple raw materials and other manufacturing costs, WinCup is announcing a price increase on <u>all EPS containers, bowls, associated lids, EPS paper wrap cups and</u> **Polypropylene straws/stirrers.** This increase will be effective for all Customers as well as all Price Bid/Contracts.

Specific increase amounts are:

Product Description	Increase %					
EPS Containers, Bowls and Associated Lids	8%					
Polypropylene Straws/Stirrers	12%					
EPS Paper Wrapped cups will also be increasing. Detail pricing will be included in the forthcoming Price pages.						

The effective date of this increase will be August 23, 2021. We will send your specific increased prices shortly.

Any orders calling for immediate shipment and not exceeding historical two-week purchases will invoice at current prices. Orders received on or after August 23, 2021 will invoice at the new increased price. **No exceptions allowed.**

This price increase notification and increase pricing is sent to the designated customer procurement contact. Please ensure this price change notification provided to all appropriate personnel within your company.

As a reminder our eco-friendly straws; phade® and VIO® can be shipped with your regular foam orders.

This document will distribute electronically only; please let your WinCup Sales Representative know if you need a hard copy or have further questions.

We thank you for your loyalty and appreciate our supply position within your organization.

Michael Winters, WinCup President & Chief Revenue Officer



WinCup 4640 Lewis Road Stone Mountain, GA 30083 Phone: (800) 292-2877 www.wincup.com

September 7, 2021

Dear Valued WinCup Customer:

Due to continued escalation in multiple raw materials, other manufacturing costs and Freight, WinCup is announcing a price increase on the following products for all Customers. All Bid/Contracts are currently under review and communication will be forthcoming. **The effective date of this increase will be October 11, 2021.**

Specific increase amounts are:

Product Category	% Increase		
EPS Foam Cups, Food Containers & Bowls	6.0%		
HIPS Lids	6.0%		
Polypropylene Straws & Stirrers	15.0%		

In addition to the increases above, customers located in **Washington**, **Oregon**, **Montana**, **Idaho**, **& Colorado** will receive an additional 10% increase due to excessive freight expense into those markets.

With the state of the Freight market, it is imperative that all PO's are in **FULL TRUCKLOAD quantities**.

New price pages will follow.

Any orders calling for immediate shipment and not exceeding historical two-week purchases will invoice at current prices. Orders received on or after **October 11, 2021** will invoice at the new increased price. **No exceptions allowed.**

This price increase notification and increase pricing is sent to the designated customer procurement contact. Please ensure this price change notification provided to all appropriate personnel within your company.

As a reminder our eco-friendly straws phade®, and VIO® can be shipped with your regular foam orders.

This document will distribute electronically only; please let your WinCup Sales Representative know if you need a hard copy or have further questions.

We thank you for your loyalty and appreciate our supply position within your organization.

Muchael Butes

Michael Winters, WinCup President & Chief Revenue Officer



October 22, 2021

Dear Valued WinCup Customer:

Due to continued escalation in multiple raw materials, other manufacturing costs and freight, WinCup is announcing a price increase on the following products for all customers.

Product Line	Increase
EPS Cups, Food Containers & Bowls	15%
HIPS Lids	15%
Polypropylene Straws/Stirrers	15%

All Bids are under review and all products will increase at a minimum of 20%.

The effective date of this increase will be **December 1, 2021**

Any order placed prior to December 1, 2021 calling for immediate shipment and not exceeding normal historical two-week purchases will invoice at current prices. Orders received on or after December 1, 2021 will invoice at the increased price. No exceptions allowed.

All orders and back orders shipped on or after January 3, 2022 will invoice at the new price.

Updated price sheets will follow shortly reflecting updated pricing. Please ensure all WinCup price change documents are distributed to the appropriate personnel within your company. Contact your WinCup Sales Representative with further questions.

As a reminder our eco-friendly straws phade®, and VIO® can be shipped with regular foam orders.

We thank you for your loyalty and appreciate our supply position within your organization.

Mhohael Dute

Michael Winters, WinCup President & Chief Revenue Officer



4640 Mountain Ind. Blvd., Stone Mountain, GA, 30083



May 3, 2022

Dear Valued WinCup Customer:

Due to continued escalation in raw materials, labor, and other associated costs. WinCup is announcing a price increase of 6% on all products, excluding straws and stirrers. <u>The Effective</u> date of this increase will be **June 10, 2022**

This increase will apply to all orders placed on or after June 10, 2022. Buy-ins cannot be accommodated and WinCup customer service retains the right to reject orders over and above normal order patterns.

The price increase will be effective for orders received on or after June 10th and/or shipping after July 8th, including all existing backorders.

Repricing orders:

- Any orders placed prior to June 10th, but scheduled to ship after July 8th must be repriced to reflect the price increase.
 - These orders will be placed on Hold, and auto cancelled if **not repriced by July 1st**
- Any product that is backordered due to supply issues shipping after July 8th will also be placed on Hold for repricing.
 - Customer may elect to cancel their backorder or reprice on or before July 1st
 - All backorders not repriced by July 1st will be auto cancelled.

You will receive new pricing shortly. Please ensure all WinCup price change documents are distributed to the appropriate personnel within your company. All Bids/Contracts will be increasing as well. **Please contact your local WinCup Sales Representative if you have any Bids/Contracts to ensure you have accurate, up to date pricing.**

Contact your WinCup Sales Representative with further questions.

As a reminder our eco-friendly straws phade®, and VIO® can be shipped with regular foam orders.

We thank you for your loyalty and appreciate our supply position within your organization.

Mhohail Dute

Michael Winters, WinCup President & Chief Revenue Officer



4640 Mountain Ind. Blvd., Stone Mountain, GA, 30083



July 1, 2022

To All Dolco Packaging Customers:

Due to the continued increases in raw materials and packaging materials, Dolco is enacting a price increase for all non-contracted customers.

Effective with shipments on Monday, August 1, 2022 we will implement a 10% price increase on all products.

We reserve the right to limit purchase orders to historic levels.

Thank you for your continued support.

Jay C. all

Jay Arnold SVP-GM, Dolco Packaging



PRICE CHANGE ANNOUNCEMENT 2/02/2022



Thank you for your partnership and support of the PrimeSource brand. We make every effort to provide you the best value proposition for pan liner products in the market and we are committed to continuing to provide value.

There have been significant supply disruptions and cost increases related to raw materials, packaging, transportation, and labor. Due to the increases we are experiencing, we are announcing a price increase of 7.0% effective March 15, 2022. All orders for pre-increase prices must be received before March 15, 2022, marked for immediate shipment, calling for normal delivery. We reserve the right to restrict order size to no more than 2 weeks of your normal buying pattern. Please plan accordingly for this future increase.

We appreciate your business, and we are proud to have serviced you over the years.

Please be safe and stay well.

Sincerely, Prime Source, LLC.

													Vendor
/anufacture	Line Item No.	Increase 1	Increase 2	Incrosco 2	Increase 4	Increase F	Increase 6	Increase 7	Incroaco 9	Incroaco 0	Increase 10	since last price change	proposed increase
							Increase 0	Increase 7	IIICI Edse o	Increase 9	Increase 10	Ű	
Duro				8%								48.20%	
Price change date			12/15/2021			10/1/2020						11/17/2020	
Dart			• / -	5%	=	U / -	• / -		• • •				
Price change date		6/1/2022	-11-	1 - 1 -		12/1/2021			4/15/2021				
Pactiv				20%	6%								
Price change date	2	4/15/2022			10/1/2021	8/1/2021	6/1/2021	4/1/2021	2/1/2021	12/20/2020	7/15/2021		
Morcon	n 14			8%								61.21%	
Price change date	2	7/1/2022	4/1/2022	12/1/2021	10/1/2021							10/1/2021	
Roses	5 14	15%	15%	12-22%	9%							61.45%	52.44%
Price change date	<u>è</u>	7/1/2022	5/1/2022	3/21/2022	11/15/2021							11/15/2021	
Wincup	o 17	6%	5%	20%	6%							41.57%	27.31%
Price change date	2	6/10/2022	4/22/2022	12/1/2021	10/11/2021							10/1/2021	
Wincup) 18	3 6%	5%	20%	6%	8%	8%	8%	10%			96.18%	106.86%
Price change date	2	6/10/2022	4/22/2022	12/1/2021	10/11/2021	8/23/2021	6/14/2021	4/22/2021	1/11/2021			11/17/2020	
Hutumak	i 19) 8%	3%	15%								27.92%	21.46%
Price change date	2	8/1/2022	4/1/2022	1/1/2022								10/1/2021	
Karat	t 23	3 15%	5%									20.75%	12.84%
Price change date	5	2/14/2022	11/1/2021									10/1/2021	
HiValu	ı 26	6 8-50%										8-50%	9.50%
Price change date	2	12/1/2021										10/1/2021	
Primesource	27	7%	8-50%									8-50%	10.63%
Price change date	2	3/15/2022	12/1/2021									10/1/2021	
Dart												10%	
Price change date		8/1/2022										10/1/2021	
Primesource												8-50%	-
Price change date		3/15/2022										10/1/2021	