



May 15, 2019

## Market Price Change Announcement

To Our Valued Customers:

The United States Trade Representative Office announced recently that effective May 10, 2019, the tariff rate on "list 3" items would be increased to 25% from 10%.

As your trusted supplier, we are taking aggressive measures to mitigate the impact of these tariffs long term, however because of the decision by the US government we are announcing an 12% price increase on the below product groups.

Product Group
Plastic and non-woven bags including food storage, zip and take out style bags
Plastic based lids
Chafing Fuel
Miracle Filter Powder
Headwear and protective apparel including bouffant caps, viscose style chef hats, poly bibs, aprons and isolation gowns.
Nylon Scouring pads, stainless steel sponges, soap pads and grill screens
Paper products including paper cups, select napkins, napkin bands, bibs, guest checks and hot cup sleeves
Primeware branded compostable products, EXCEPT for PSM and CPLA Cutlery items.
Folded paper takeout boxes and paper food containers
Select styles of moist towelettes

We are hopeful that the trade negotiations between USTR and China show progress towards reducing these tariffs and are hopeful of a resolution that will allow us to revert pricing.

Detailed price lists that show item level price changes will be provided by a local representative or can be downloaded after May 24, 2019. To generate a price list, log into WIN at <https://my.royalpaper.com/Account/Login>, select Price Lists from the left menu, then select the appropriate account and sub account at the top of the page. For customers on national account contracts, your AmerCareRoyal representative will be in touch soon to discuss how these changes affect will affect you.

**Price changes will take effect for orders shipping from our distribution centers on or after June 17, 2019.**

**Direct container shipments to customers landing in the USA after June 1, 2019 will be subject to the increase.**

Thank you for your continued support of AmerCareRoyal.

Best Regards,

A handwritten signature in black ink, appearing to read "C.A. Sydnor", with a long horizontal line extending to the right.

Cas Sydnor  
VP Sales