



Dear Valued Customer,

2020 has been a challenging year for all of us. At Custom Culinary® we are doing all we can to meet the needs of our customers during these ever changing and uncertain times. Due to challenges brought on by this pandemic, effecting both the cost and availability of our raw materials, Custom Culinary, Inc. will be taking a price increase on Custom Culinary® Brand products, effective **November 15, 2020**. Below are some additional details on costs increases.

Manufacturing

- Manufacturing costs increases associated with the Food Safety Modernization Act
- Changes in manufacturing procedures to improve health and safety

Meats, Broths and Other Proteins

- Value-added meats and broths are expected to increase from 10% to 15%, with Chicken and Beef being hit the hardest.

Non-Commodity Value-Added Flavors, Enhancers and Functional Ingredients

- Demand for “cleaner ingredients,” fewer ingredients, and less allergens is driving material costs higher as fewer consumer acceptable ingredients is increasing demand and creating tight supply.
- Value-added and natural flavors will continue to rise at or above 3% over the upcoming year.
- Flour and Grains are showing very strong increases in the range of 10% to 12%.

This pricing action will affect products in all Custom Culinary® branded categories, with most products increasing in the range of 4.0% to 4.5%.

Please note the following:

- **The price increase will take effect on orders received on or after November 15, 2020.**
- Custom Culinary, Inc. reserves the right to evaluate and limit product purchase orders prior to, and immediately following the effective price increase date.
- All orders in the month of November should be placed according to your normal schedule.
- Any orders placed from November 2nd through November 30th should not exceed 110% of your average order size, or they are subject to adjustment by Custom Culinary, Inc.
- Orders will still be subject to regular lead time.

2505 S. Finley Road • Lombard, IL 60148 • Phone: 630.928.4898 • Fax: 630.928.4899

www.customculinary.com • 1.800.621.8827



At Custom Culinary® our long-term goal is to help grow your business by offering a winning line-up of products. We will continue to bring innovation and provide culinary solutions to enable your customers' success. We will continue to do what we can to mitigate costs while providing safe, high-quality, superior products.

If you have any questions, please contact Custom Culinary, Inc. Customer Service at customerservice@customculinary.com, 800-621-8827, or your Custom Culinary, Inc. Sales Contact.

Yours Truly,

A handwritten signature in black ink that reads "Laura J. Chute".

Laura Chute
Vice President Sales
Custom Culinary, Inc.