



November 30, 2022

Diamond Wipes International, Price Increase Announcement, Institutional Customers – Q1 2023

Dear Valued Institutional Customer,

2022 has been a very challenging year for us all. As a manufacturer, we absorbed record inflation on raw materials, labor, freight and energy. We passed on only a portion of those increases to our institutional customers, in markets like Hospitality, Foodservice, Healthcare, Janitorial etc. Knowing that your customers were rebounding from the pandemic and price sensitive, many of you confided in us that our support, and a longer-term approach to help you control inflation would be best for all parties. Those facts, plus our analysis of the Producer Price Index, require us to announce a modest price increase beginning Q1 2023 at 5.6%.

Diamond Wipes International has devoted its capabilities to increasing our manufacturing and distribution productivity, to minimize the negative impact of inflationary trends on our mutual business. We also continue to invest heavily into our facilities. We have recently added more high speed production lines and enhanced our packing automation. In addition, we have committed new resources towards our R&D, Regulatory, Sustainability and Quality Assurance teams, as per your long-term needs.

Commencing with all shipments on January 30, 2023 (no matter when the actual Purchase Order was placed) we will need to implement the 5.6% across the board increase.

Remaining transparent, responsive and service oriented, so that we can maintain and grow our business with you is our number one priority. Innovation, advanced capabilities and unmatched variety in wet wipes and personal-care products manufacturing solutions will still differentiate us.

We look forward to further communication and collaboration between our teams, to help you continue the rebound in these markets, and to share both the pain and the gain that 2023 will inevitably bring to all of us.

Sincerely,

Steve Gallo | Chief Executive Officer

sgallo@diamondwipes.com

(909) 230-9888 x.1799



dream. work. inspire. 25 years & beyond

Diamond Wipes International, Inc.

4651 Schaefer Ave.
Chino, CA 91710

www.diamondwipes.com
cs@diamondwipes.com

(800) 454-1077 Toll-Free
(909) 230-9888 Main

(909) 230-9885 Fax
(909) 230-9895 Accounting Fax

FDA Licensed, EPA Registered
FSC® & Rainforest Alliance® Certified
Registered for Organic Processing
WBENC, WOSB & NMSDC Certified