



December 18, 2020

To our valued partners,

Please accept this letter as notification of a price adjustment, effective for orders placed on or after **02/1/2021**.

This decision does not come without careful consideration. Our adjustment is necessary to offset escalating raw material, manufacturing and logistics costs. To our loyal customer base, we thank you in advance for your continued support.

Please see the details below:

- To offset escalating raw material and manufacturing costs, a rate increase of **8%** on all products.
- To offset rising costs on labor, corrugate and freight, a general increase of **3%** on all products.
- Contract pricing will be increased effective **04/01/2021**
- All orders placed by end of business on **01/29/2021** calling for immediate shipment will be billed at the current pricing.
- All orders outside regular order patterns are subject to review.

Please contact your EMI Yoshi Sales Representative if you have any questions.

Thank you for your continued support.

Sincerely,

EMI Yoshi, Inc.