



520 White Plains Road, Tarrytown, NY 10591

602 Potential Parkway, Scotia, NY 12302

October 1, 2021

Dear Customer

Kari-Out continues to strive to meet your expectations and to be the supplier of choice by offering competitive pricing in the market. Due to continued escalation in costs of raw materials, ocean and domestic freight, and labor, we have conducted a detailed analysis of our pricing to you on below products.

Over the last couple of months, we have seen significant increases in raw materials costs and the trend is likely to continue. On top of that, ocean and domestic freight, and labor costs have increased this year due to limited supply as economy opened after COVID-19 lockdowns started to ease resulting in a huge increase in demand.

We have been absorbing the financial burden from additional costs at our own up to this point. Unfortunately, the continued increases noted above are outside of our control and we are forced to implement the below increase **effective November 1, 2021**.

- **All Food Trays (including School & Cali Trays) – 25%**
- **All Chicken Boxes – 25%**
- **All Hot Dog Holders – 25%**
- **All Carry Trays –25%**
- **All Hinged Containers – 25%**
- **All Pizza Slice Clam Shells – 25%**
- **All Fry Scoops – 25%**
- **All Eco Box & Eco Earth Boxes – 25%**
- **All Paper Soup containers (bulk & combo) – 10%**
- **All Placemats - 20%**
- **All Napkins/Towels -20%**
- **Cutlery - 20%**
- All orders placed on or after November 1, 2021 will be invoiced at the new prices. Kari-Out will be limiting quantities to no more than your monthly usage.
- All Contract Pricing will increase per the terms on the contract.

We appreciate the challenges of these unprecedented times that we all face. We would not bring such a price increase to you unless it was necessary. As always, we thank you for your valued business and support and will continue to work tirelessly to ensure we meet your demand requirements with service that exceeds your expectations.

Thank you very much for your understanding and continued support.

Best Regards,
Zahid Randhawa
Strategic Pricing Leader