



Marukan Vinegar (U.S.A.) Inc.

November 14, 2019

To our valued Marukan distributors and customers,

While we continuously strive to manage our costs and minimize price increases to our customers, commodity prices are rising and as a result, we find ourselves in a position where it is necessary to raise our prices to continue to produce and deliver the finest vinegars and ponzus in the world.

Please allow me to extend our gratitude to you for being such a loyal and consistent customer to Marukan Vinegar (U.S.A.) over the years. Your satisfaction is very important to us, and we hope we have been successful in providing you with excellent customer service along with our finest products.

Marukan must increase all products an average of 4% to 8% price increase.

The price change will be effective for all products leaving our docks on January 6th, 2020. Please provide 10 business days of lead time to receive products at the current price prior to January 6th, 2020.

Thank you for your continued support.

Sincerely,

Esther Hawksley
Vice President of Sales
Marukan Vinegar (U.S.A.) Inc.