

February 15, 2019

Dear Valued True Customer:

As the global situation surrounding the relations between the U.S. and China remains unchanged, we continue to see the costs of steel and aluminum rise in the United States. The escalation of the prices on these materials effects virtually the entire make up of a commercial refrigerator, from coil stock used to produce the walls to the materials that make up much of the components inside the unit.

This, coupled with the escalation of labor and freight cost due to the low unemployment rate in the U.S and the implementation of new government regulation around the freight industry, has created an inflationary period that has been unprecedented.

The impact of these rising costs has been significant and the continuing uncertainty and escalating nature surrounding the situation is a cause of great concern. Because of this, True will be having a price increase effective April 1, 2019. The increases will be as follows:

SPEC Series (STR & STA) all products	+ 10%	TBB-24 & TDB-24 Series refrigerators	+ 15%
T-GC glass chillers	+ 15%	TPP prep tables	+ 12%
TD refrigerators	+ 15%	TFP prep tables	+ 11%
STG Series refrig, heated & dual temp	+ 15%	TDM display cases	+ 10%
STG Series freezers	+ 10%	TGM display cases	+ 10%
TMC Series refrigerators	+ 15%	TRCB refrigerators	+ 12%
All other equipment product categories, any list or net upcharges and all parts and accessories			+ 8%

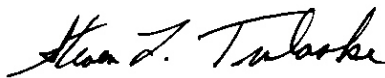
Pricing will be effective as follows:

- All orders placed on or before March 29, 2019 for immediate shipment will be billed at current October 1, 2018 pricing.
- All orders place on or after April 1, 2019 will be subject to new pricing.

In addition, because of the nature of these increases and similar to what was done before the October 2018 increase, True will again be limiting the amount of orders allowed by any one individual dealer before the April 2019 increase. Your True representative will be contacting you with the guidelines around this policy.

As always, we sincerely appreciate your partnership. We do not take it for granted and will continue to work hard every day to earn it.

Respectfully,



Steve Trulaske
True Manufacturing Co., Inc.