



Unilever Food Solutions
700 Sylvan Avenue
Englewood Cliffs, NJ 07632

Dear Valued Customer,

At Unilever Food Solutions, we are dedicated to delivering the highest quality products and services. We appreciate your partnership and are excited about our joint opportunities to continue growing together.

Due to a sharp rise in market commodity prices affecting our ingredient costs, coupled with the rising costs of packaging, transportation, distribution and labor, effective **July 1, 2021**, multiple product lines under the Hellmann's, Best Foods and Sir Kensington's brands will increase between 5%-11.8% for mayo and 6.8% for select salad dressings & condiments. Additionally, our Knorr & Le Gout portfolio will increase by 3% across all product lines excluding Caldo and Liquid Concentrate Bases.

Soybean oil prices are increasing significantly and is the main ingredient for our mayonnaise and salad dressing products. Poor weather in Brazil and Argentina, and the increased demand in key markets like the US and China have adversely affected supply. Pressure on labor and freight costs and the increased demand for packaging costs have also had an impact.

Please refer to the attached for product and new pricing information.

We appreciate your business and thank you for your continued partnership. For any questions or concerns, you can contact your sales representative directly.

Sincerely,

Scott Salisbury
Vice President, Sales – US