



The Professional Resource for the Food Service Industry

DWL International Trading LLC.

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Price Notification and New Distribution Facility Announcement

Dear Valued Customers,

Over the past year, our industry has experienced significant increases in cost. Tariffs, ocean freight, and labor are all driving contributing factors. As you may know, many countries of origin have been affected, notably up to 30% tariffs from China and India. Throughout this time, Winco has been leading price management efforts to reduce the effects of these increases as to not impact our customers as much as possible.

At this time, we are notifying changes in price effective October 1, 2019, for selected product categories an average of 5%. Most are effects of tariffs that have been in place since May and June, for which Winco has held the pricing for the last few months. Please see attached spreadsheet of price changes for your reference and ease of implementation. AutoQuotes will also be updated at that time. We continue to monitor global events and will keep you updated of any future necessary price changes.

Be assured that Winco will continue to strengthen our leadership in foodservice as a value focused partner for all our customers. We continue to deliver on our competitive strengths that you, our partners depend on, especially executing on our commitment to delivery and service first.

To that end, **Winco is proud to announce the opening of our third distribution facility location in Miami Florida!** Our entire catalog of products is now 100% stocked in all 3 warehouses, with another 100 new products arriving in September's New Products Brochure. With increased reach across the country, reduced lead times and further dedicated local service in Florida, we aim to be your designated single source supplier and solution provider.

Thank you for your continued partnership,

Sincerely,

Elaine Shen

President

