

January 1, 2023

Dear Valued Customers,

Thank you, for your continued support and partnership this past year.

We have seen a positive improvement in the stabilization of many supply-chain factors, most notably the decrease of ocean freight rates in the last couple months of the year. Though most logistics, transport and raw material costs are still more than double pre-pandemic levels, we believe there is a path to stabilization during 2023.

With that outlook, Winco is announcing the full **removal of our 8% surcharge, effective February 1, 2023**. A new price list will simultaneously be in effect on February 1 as well. Category price list changes range from decreases of -20% to increases of +4%, based on product cost factors.

Continuing into 2023, significant domestic cost elements still factor into pricing, most notably labor and trucking freight costs. Even with these headwinds, it is our priority to continuously invest in and improve upon our capabilities and grow our distribution network to be able to maintain industry leading service standards for our customers.

With our first post-pandemic NAFEM show coming up next month, we look forward to seeing you all and working with you in partnership to develop a strong year for our industry and for our operator customers.

Happy New Year,
Sincerely,



Elaine Shen
President, Winco



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