



October 4, 2017

Subject: Carlisle FoodService Products 2018 Price Update

To: Carlisle Valued Partners

Due to significantly increased market prices for plastic resins and stainless steel, along with higher costs of packaging, labor, benefits, and transportation, Carlisle FoodService Products will be increasing prices an average of 6% for all of our business segments effective January 1<sup>st</sup>, 2018.

Carlisle FoodService Products is committed to the delivery of best in class products. We pursue this standard through ongoing customer feedback and continued investment in new technologies that we integrate into both current and new products. We strive to provide higher reliability and performance combined with a lower overall cost of ownership. Carlisle remains fully committed to providing best in class product availability through our significant investment in capital equipment and continuous improvement with inventory management.

At Carlisle, we endeavor to provide a pricing structure that is competitive while allowing our distributor partners the opportunity to optimize customer engagement and profitability. As part of our efforts to remain competitive, we often perform comprehensive evaluations of our pricing practices. The results of those evaluations require us to make a list price increase and certain discount structure adjustments.

On or around November 1<sup>st</sup>, we will provide you with updated item pricing files. We ask that you work with your Carlisle representative and use these files to update the cost files in your purchasing system. **The new pricing structure will be in effect for all orders received after December 31<sup>st</sup>, 2017.** Orders received on or before December 31<sup>st</sup> where the customer authorizes immediate shipment will be entered using the current pricing structure.

We thank you for your continued partnership and look forward to working with you in 2018.

Sincerely,

Trent Freiberg  
President  
Carlisle FoodService Products, Inc.

