

March 24, 2022

PRICING & MARKET UPDATE

On behalf of Dine-Aglow Diablo Food Service Fuels, we thank you for your continued support. With all the ongoing pricing changes, shortages, and disruptions, we appreciate your patience and understanding as we continue to navigate through these unprecedented times. The good news is we are making great progress.

As you know, all imported items remain an ongoing challenge. Freight costs remain very high, and availability is limited. 1–2-month delays are occurring with every shipment. Since 3rd quarter 2021, solid wax candle producers continue to experience raw material increases and supply shortages of raw paraffin. Due to these continuous issues, we have qualified another supplier for quality tea lights, votive, tapers and pillar candles and all basic candles will be back in inventory around May/June 2022.

Diethylene Glycol is the chemical in wick chafing fuel. During COVID-19, DEG had more than tripled in cost. Now with the rate of inflation and the Russian invasion, the oil market is at the highest in history and continues to increase costs. As we are all experiencing, the price of oil affects everything we do and consume. Like everyone, we are seeing increases in all freight cost, raw materials, and of course, utilities.

We are well positioned on our core items of chafing fuel and liquid wax candles. However, with the continuous labor shortage, we ask for 14-day lead time to fill orders. By June/July 2022, we project all items to be properly stocked and readily available.

Due to these unprecedented costing pressures, we are forced to adjust pricing effective for May 1, 2022. Over the next few days, you will receive a revised pricing sheet. If we are experiencing an extended back-order situation, the expected availability date will be noted on your pricing sheet. To assist with purchasing and forecasting, we are also adding an “Expected Ship Date”, by product, on all Order Acknowledgments as well.

Again, we are making progress with maintaining a well-stocked supply chain and continue to look for ways to decrease cost. I can’t imagine these costs will hold long term. As soon as our costs decrease, we will be certain to pass these saving to you.

Please let me know if we can provide any additional information. Again, thank you for your continued support and understanding.

Cordially:

DINE-AGLOW DIABLO FOOD SERVICE FUELS, LLC



Dominic J. D'Ambro, Jr.

President