

May 11th, 2022

Dear von Drehle Customer,

von Drehle continues to experience unprecedented inflationary cost pressures on several fronts including but not limited to transportation, labor, healthcare, fiber and other raw materials that create supply-chain challenges. As such, *please be advised that we will increase prices up to 13% on towel, tissue, wipers, and dispensers with select items increasing more beginning on July 1st, 2022.* Please await your revised price sheets for actual increased levels.

Normal orders placed by June 30th, 2022, will be invoiced at your current into-stock prices. All orders placed on or after July 1st, 2022, will be invoiced at the new into-stock prices. Orders larger than your normal ordering patterns will be priced at your new into-stock pricing.

Until Further Notice contracts will be changed August 1<sup>st</sup>, 2022, to reflect your new pricing. *All end date contracts that have guaranteed dates and/or escalation clauses will be replaced with new prices on August 1<sup>st</sup>. As of July 1<sup>st</sup>, all end date contracts are subject to change before the expiration date due to any unforeseen market conditions.*

Please be advised that for contract POD's, the contract price in effect on the date of the delivery of product to your End User is the price that applies for rebates.

We appreciate your taking time to review this letter. Your local von Drehle salesperson can be contacted with questions.

***Thank you for your business and continued support during these difficult times. We look forward to growing together in 2022 and into the future.***

Sincerely,



Larry Cook

David Hine