



Date: 11/29/2021

Price Changes

Dear valued customer,

Here at AFP we have continued to experience unprecedented increases in manufacturing, ingredient, transportation, and labor costs. These industry-wide cost increases have accelerated in the recent months and are anticipated to remain at elevated levels. As a result of these cost increases, we are announcing an 16.5% price increase across our portfolio of products. These price increases will be effective February 1, 2022.

In addition to the list price increases; we are forced to introduce an additional can surcharge on our #10 and 15oz canned products. A surcharge of \$1.76 per 6ct case on #10 cans and a \$.93 per 12ct case on 15oz cans will also be implemented on February 1, 2022. This surcharge is a direct result of significant increases in the cost of the steel used in these products. We continue to aggressively negotiate with our can suppliers and will remove or reduce the surcharge if we are able to mitigate the significant cost increases in the metal can market.

We truly appreciate your partnership as we continue to navigate these challenging times. If you have any questions, please feel free to contact me or your sales representative.

Sincerely,
Terence Martin

A handwritten signature in black ink that reads 'Terence Martin'.

Customer Development Director