
Luke Schrage

From: Daniel Hatter <dan@danhatter.net>
Sent: Friday, March 25, 2022 11:55 AM
To: Zach Nieto
Cc: Luke Schrage; Jeremy Doug; Justin Warf; Joe Beavers; Brandon Gibberson
Subject: FW: Scotsman May 1, 2022 Price Increase & MSRP Policy Update
Attachments: Scotsman MSRP May 2022 - 03172022.pdf; Scotsman May 1 2022 Commercial Price List rev 031522.xlsx

Importance: High

From: Dattolo, Vince (SIS)
Sent: Tuesday, March 22, 2022 4:04 PM
To:
Subject: Scotsman May 1, 2022 Price Increase & MSRP Policy Update
Importance: High

As you may be aware, Scotsman announced March 1st, that we will be having a price increase May 1, 2022. This price increase is necessary due to the rapid rise in costs in our components and materials. In addition, freight costs from our suppliers are also rising and creating further pressure within the industry. We will continue to do everything we can to ensure product availability and we appreciate your patience as we manage the ever-changing landscape of our supply chain.

Scotsman has also made an update to our MSRP policy as it pertains to split-screen, side-by-side advertising, or pop-ups, etc... This updated policy also goes into effect on May 1, 2022. Remember, as with all price increases, the Scotsman MSRP is also in effect, so all websites, links, quotes and transactions must be updated and in full compliance at 12:01AM on May 1, 2022. As a reminder, Scotsman products cannot be sold or advertised for less than .4 (x current list). I have attached the updated pricing files and a copy of the newly updated MSRP for your reference. Please update your site as soon as possible. Any deviation will result in a violation of our policy. Thank you for your understanding in this matter..

Please feel free to contact me directly at anytime should you have any questions.

Regards,

Vince Dattolo, CFSP | Regional Sales Manager
101 Corporate Woods Parkway | Vernon Hills, IL 60061
M: 224.360.9621 | E: vince.dattolo@scotsman-ice.com
W: www.scotsman-ice.com | www.kold-draft.com

Scotsman / **KOLD-DRAFT**
Ali Group Companies

Luke Schrage

From: Mitch Waddell
Sent: Wednesday, December 8, 2021 4:28 PM
To: Everyone DEQ
Subject: FW: Scotsman Price Update Reminder

Mitch Waddell | Government Sales Manager
mitch@dougleasequipment.us | t. 304-327-0149 | f. 304-325-3848 | www.dougleasequipment.us



"One of FE&S Magazine's 2021 Distribution Giants"

Our Proud Partners

From: Empire Marketing Group <rscott+empire-equipment.com@ccsend.com>
Sent: Wednesday, December 8, 2021 4:27 PM
To: Mitch Forward <mitch@dougleasequipment.us>
Subject: Scotsman Price Update Reminder

Scotsman®

Reminder: Scotsman's new equipment and parts price list will go into effect on January 1st, 2022. Please see the attached files with the pricing details.

These pricing actions are necessary due to unprecedented market conditions and continued rapid cost increases. We appreciate your continued support of the Scotsman authorized service network with training, technical and warranty support, along with the promotion of Scotsman Genuine Replacement Parts in your market.

[**View Equipment Pricing**](#)

[**View Parts Pricing**](#)

Empire Equipment | 800-722-6075

Empire Marketing Group | 407 Jeffreys Lane, Goldsboro, NC 27530

Unsubscribe_mitch@douglasequipment.us

[Update Profile](#) | [About Constant Contact](#)

Sent by rscott@empire-equipment.com in collaboration with





February 2, 2022

From: John Perruccio

To: All Buying Groups and Dealers

Reference: Price Increases – Middleby Commercial Cooking Divisions representing the Brands of: Anets, APW Wyott, Bakers Pride, Beech Ovens, BKI, Blodgett, Bloomfield Ind., Carter-Hoffmann, Concordia Beverage Systems, CookTek, Crown, Doyon Baking Equipment, Evo America, Firex, Follett Healthcare, Follett Products, Globe Food Equipment (CANADA), Globe Food Equipment, Imperial, Jade Range, Jospet, Lab2Fab, Lang Manufacturing, MagiKitch'n, Market Forge, Marsal Pizza Ovens, Middleby Marshall, Nieco, NU-VU, Perfect Fry, Pitco, Southbend, Star Mfg, Synesso, Taylor Company, Toastmaster, TurboChef, U-Line, Ultrafryer Systems, Varimixer USA (CANADA), Varimixer USA, Wells

To Whom it may concern,

As a direct result of the continued escalations associated with manufacturing costs led by stainless steel, wiring, freight and other components used in our products, we are announcing a price increase for all brands. Pricing will be available on Friday February 18th, 2022 in an Excel format by individual brands. We will have live updates in AQ available on March 25th, 2022. The Effective date of the price increase itself is Friday April 1st, 2022.

Dealers/Distributors contracted with products for national chain accounts will be contacted with price increases once they become available depending on the particular contract being serviced. Please contact your local rep or brand contact for regional pricing information as it varies by brand and division.

Best regards,

John Perruccio

A handwritten signature in black ink, appearing to read "John Perruccio", written over a white background.

Group President – Directing Buying Group and Dealer Relations for Middleby Brand Sales

Mobile (561) 843-1133



Sept 1, 2021

To: All Buying Groups, Dealers, and Middleby Sales Rep Groups

From: John Perruccio

Reference: Price Increases – Middleby Participating Brands 60-day Price Increase Notification

To Whom It may concern,

The Middleby Companies are announcing a 60-day price increase notification to the marketplace for an effective date of Nov. 1, 2021. I believe it goes without saying that escalating costs and limited supplies are leading to inflationary pricing and shortened supply causing prices to rise rapidly during these unprecedented times.

- Product that is ordered before the increase date of Nov 1, 2021, qualify for current pricing in effect unless the product lead time is beyond Feb 1, 2022, or the product request date is for delivery after Feb 1, 2022. Those orders will be subject to the price increase immediately.
- We urge you to use the new pricing for any work that may fall outside of the delivery date of Feb1, 2022 to eliminate any issues of returned orders for pricing corrections delaying receipt of a production date.
- Pricing will be available in three weeks' time (Sept 21st, 2021, in an electronic format), and will then be available through Auto-Quotes two weeks thereafter.

For dealers distributing contracted products, we will share with you contracted price increases or surcharge increase once they become available depending on the particular contract.

Lastly, many of you purchase from brands that may reside outside of the buying group. In those circumstances please contact those brands directly or through your local Middleby representative. You will find the updated pricing available in Auto Quotes where and when applicable. These brands will also follow the same date structure for ordering as shown above.

Best regards,

A handwritten signature in black ink, appearing to read "John Perruccio", written over a horizontal line.

John Perruccio

Group President – Middleby Brand Sales

561-843-1133

1400 Toastmaster Drive, Elgin IL 60120

Luke Schrage

From: Mitch Waddell
Sent: Thursday, April 28, 2022 9:50 AM
To: Luke Schrage
Subject: FW: Waring Price Increase Notification
Attachments: Waring Commercial Price Increase Notification.pdf; Waring Commercial 2021 Discount Price List Rev. Effective 8-01-21 (Updat....pdf; Waring Commercial 2021 Discount Price List Rev. Effective 8-01-21 (Updat....xlsx; Waring Commercial 2021 MAP Price List Effective 8-01-21 (Updated 6.28.2....pdf; Waring Commercial 2021 MAP Price List Effective 8-01-21 (Updated 6.28.2....xlsx

Mitch Waddell | Government Sales Manager
mitch@douglasequipment.us | t: 304-327-0149 x1324 | f: 304-325-3848 | www.douglasequipment.us



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Our Proud Partners

From: Waring Commercial <warings_commercial@conair.com>
Sent: Monday, June 28, 2021 4:27 PM
Subject: Waring Price Increase Notification

June 28th, 2021

To Our Valued Industry Partners,

This letter serves as notice regarding a 4% price increase Waring will implement across our entire line. This increase will go into effect August 1st, 2021. In addition, Waring's new MAP will go into effect August 1st, 2021 and any deviation will be a violation.

While we have done our very best to absorb the exorbitant cost increases related to raw materials, componentry, packaging, shipping and labor, and the negative impacts of exchange rates, it's not possible to maintain our business without a little help from our partners.

At the height of the pandemic, Waring provided concessions across the board with dramatically reduced free shipping minimums, extended payment terms, additional payment options and increased drop ship capabilities. We also provided price reductions and promotions on essential items to help the culinary community in their return to business.

We would like to take this opportunity to thank our customers for your continued support of the Waring brand. We are so grateful to be able to provide you with superior products, service, and



sales materials. As your solutions specialist, we promise to continue to deliver innovative, reliable, value-driven product to support the needs of this ever-changing industry.

Best regards,

Daniel DeBari

General Manger
Waring Commercial Products

Luke Schrage

From: Mitch Waddell
Sent: Thursday, April 28, 2022 9:50 AM
To: Luke Schrage
Subject: FW: Waring.NOW April 2022 Newsletter
Attachments: Waring.NOW APRIL 2022 Newsletter FINAL DEALER.pdf

Mitch Waddell | Government Sales Manager
mitch@douglasequipment.us | t: 304-327-0149 x1324 | f: 304-325-3848 | www.douglasequipment.us



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Our Proud Partners

From: Waring Commercial <waring_commercial@conair.com>
Sent: Tuesday, April 26, 2022 12:14 PM
Subject: Waring.NOW April 2022 Newsletter

To Our Valued Customers,

Spring has sprung and it is the perfect time to freshen up the kitchen with Waring! The April edition of the Waring.NOW newsletter is blooming with helpful content and updates to help you achieve your goals in supporting the Waring brand this spring..

The latest edition of the newsletter includes the following:

- *Price Increase Announcement and Updated Price Lists – contact your rep group or regional for updated price lists*
 - *2022 Price Increases (6% price increase on all products and accessories) – Effective June 1, 2022*
Another price increase? We understand how you feel. But let’s put it into perspective...
We have been tracking and analyzing our top 38 competitors for the last 18 months. Out of that 38, Waring sits at #28 in terms of price increases since the beginning of 2021.
We are in the bottom 26% of the industry when it comes to these necessary price adjustments.
We continue to absorb much of the increased cost of doing business and focus on maintaining our innovative, reliable, value-driven portfolio.
- *New Product Launch - WFP16SC - 4-Qt. Combination Bowl Cutter Mixer and Continuous-Feed Chute Food Processor with LiquiLock® Seal System – IN STOCK NOW!*
- *Product Updates & Reminders – Discontinuation Notice*
- *Dustin’s Dish – Waring Drink Mixers - serving up a culinary Americana and nostalgic classic*
- *Waring.edu Get Schooled – Drink Mixers: A Reimagined Classic!*
- *Marketing Minute*
 - *Step-by-Step Guide to Programming Your MX Blender*

- *2022 Commercial Catalog – access our brand new interactive catalog*
- *2022 QR Code Card Update – we have added our Empowered Initiative to our QR Code Card – request new cards today!*
- *The Collective: At a Glance*
 - *Meet the newest member of our Chef Collective, Rich Rosendale!*
- *Empowered Food Waste Video Gallery*
 - *Watch and learn how to reduce food waste in 3 episodes of our Empowered Food Waste Series, featuring one our top offenders: Carrots!*
- *Sales Corner – Redditt Sales and Waring teamed up to secure the WDH10 Dehydrator at Sullivan's Steakhouse to add custom flair to their cocktail menu. Cheers to teamwork!*

Thank you for your continued support of the Waring brand!

IMAGINE, INVENT and INSPIRE.





April 1, 2022

To Our Valued Industry Partners,

This letter serves as notice of an additional 6% price increase that Waring will implement across our entire line. This increase will go into effect June 1, 2022.

The manufacturing world continues to be a very challenging environment. We will always do our very best to absorb the additional costs of doing business and maintain pricing whenever we can. For Waring to continue to provide superior product and service, we must once again come to you, our partners, to help mitigate the tremendous impact these factors (i.e. raw materials, componentry, shipping, labor, packaging, exchange rate, etc.) are having on our business.

We would like to take this opportunity to thank you for your continued support of the Waring brand and our important initiatives. We promise to continue to deliver innovative, reliable, value-driven product to support the needs of this ever-changing industry.

All the best to you and your families,

A handwritten signature in black ink, appearing to read "Daniel F. DeBari".

Daniel F. DeBari

General Manger / Sr. Vice President
Waring Commercial Products

Join the Waring Empowered movement!

SAVE FOOD. SAVE MONEY. SAVE THE PLANET.



January 26, 2022

Widespread shortages of raw materials, components, labor and transportation continue to affect our business. As a result, operating costs continue to rise at a greater pace than selling prices.

Therefore, we need to implement an additional price increase. Effective May 1, 2022, Beverage-Air and Victory Refrigeration will implement an approximate 8% increase across all Coolers, Accessories and Parts.

As a general rule, orders placed before May 1, 2022 and marked for shipment prior to August 1, 2022 will receive current pricing. Nonetheless, we expect our customers to refrain from placing any abnormal price protection POs, far exceeding their normal booking run-rate. We reserve to request for the portion exceeding historical volume levels to be re-priced. 2021 actual purchases will be a good indication of the normal run-rate. Of course, we will take into consideration specific circumstances.

We want to thank all our partners for their patience as we try to manage our costs and operations during these difficult times. Also, we trust this notice provides ample time to place pending orders or address the increase with respective customers. Therefore, all POs submitted on or after May 1, 2022 must reflect the new pricing.

New Beverage-Air and Victory Refrigeration price lists will be available soon. All of us at Ali Group North America – Refrigeration Division thank you for your continued support of our brands.

Sincerely,

Oscar Villa
President
Ali Group North America—Refrigeration Division





BEVERAGE-AIR

3779 Champion Blvd. • Winston-Salem, NC 27105
phone (336) 245.6400 • fax (336) 245.6407

October 7, 2021

The availability of raw materials, components, labor and transportation continues to get worse. As a result, our operating costs continue rising at a faster and greater pace than our selling prices.

Therefore, we need to implement an additional price increase. Effective January 1, 2022, Beverage-Air will implement an approximate 8% increase across all Coolers, Accessories and Parts.

All orders placed before January 1, 2022 and marked for shipment prior to April 1, 2022 will receive current pricing. Once again, while we do not want to implement any complicated rules regarding the effectivity date of this price increase, we expect our customers to be reasonable and refrain from placing any abnormal "price protection" POs, far exceeding their normal bookings run-rate.

Furthermore, this notice should provide you with ample time to place pending orders or address the increase with respective customers. Therefore, all POs submitted on or after January 1, 2022 must reflect the new pricing.

New Beverage-Air price lists will be available soon. All of us at Beverage-Air thank you for your continued support of our brand.

Sincerely,

Oscar Villa
President
Ali Group North America—Refrigeration Division



Luke Schrage

From: Poppy Hudson <poppy@link2hs.com>
Sent: Tuesday, November 2, 2021 9:30 AM
To: Luke Schrage
Subject: RE: Continental price increase 11/15

Hi Luke,
it is 10% across the board.

Take care,

Poppy Hudson
Inside Sales Manager



O : 585.254.1780
D : 585.684.1461
poppy@link2hs.com
www.link2hs.com

Link2 Hospitality Solutions
108 Lincoln Parkway, East Rochester, NY 14445



From: Luke Schrage <luke@douglasequipment.us>
Sent: Tuesday, November 2, 2021 9:27 AM
To: Poppy Hudson <poppy@link2hs.com>
Subject: Continental price increase 11/15

Hey, Poppy!

Do you have to know the price increase % on this?

Lucas Schrage | Assistant Bid Manager
luke@douglasequipment.us | t: 304-327-0149 Extension 1377 | f: 304-325-3848 | www.douglasequipment.us



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Luke Schrage

From: Poppy Hudson <poppy@link2hs.com>
Sent: Friday, February 11, 2022 7:58 AM
Cc: Fred Carragher; Christine Taylor; Kim Hayton; Poppy Hudson
Subject: Link2 News & Updates 2.11.2022 - Promos, Lead Times, Price Increases
Attachments: Estimated Lead Time Report_Star Holdings Group_February-07-2022.pdf; Middleby Price Increase Notification Feb 2, 2022.docx; Winter Banquet Promo_1221.pdf; Winholt Q1.2022 Flyer.pdf; 01-18-22 U-Line by Desmon Stock. MM.xlsx

Sorry, there's a lot, please take time to scroll through and save all information important to you.

Promos

Carter Hoffmann:

- Winter Banquet promo (attached) – ends 02/15/22!

Winholt:

- Q1 New Year Specials (attached) Effective through 03/31/22
- Free Freight on orders of \$4,000+
- Here is the link to the flipbook with pricing:
 - <https://www.flipsnack.com/winholt/winholt-q1-2022-flyer/full-view.html>
- And the flipbook without pricing:
 - <https://www.flipsnack.com/winholt/winholt-q1-2022-featured-products/full-view.html>

Lead times & Inventory Updates

- All lead times and inventory subject to change on a daily basis

Carter Hoffmann:

- Estimated standard lead time 5-6 weeks
- HL1-4 full height, CNH 18&28, BB 96,120,150 & 200D estimated 2-4 weeks
- Doyon/Nu-Vu estimated standard lead time 10-12 weeks, some exceptions apply (SRO ovens, July)

Star Holdings Group:

- Estimated/forecasted lead times as of 02/07/22 attached.
- This is for dealer information only, please do not post or share sheet with your customers.

U-Line by Desmon:

- 1/18/22 inventory attached – ready for immediate shipment.

Price increase notifications

All Middleby Brands:

- Effective 04/01/22

- Link2 will do our best to communicate AND quote all new pricing as soon as it becomes available to us.
- See attached Middleby Letter for specific brands

Continental:

- 12% effective for all orders placed 03/01/22 or later

Follett:

- Ice machines and accessories: 8%
- Ice and water dispensers and accessories: 8%
- Ice and beverage dispensers and accessories: 8%
- Ice storage bins and accessories, except Ice Pro: 10%
- Ice Pro ice bagger/dispenser and accessories: 8%
- Spare parts: 8%
- **As of February 7, all products shipping on or after April 4 will be accepted at April 4, 2022 pricing.** Any orders received or entered prior to February 7 and shipping on or after April 4 will retain the price at which the order was received or entered.

Questions, please contact your sales rep.

The Link2 Team



Rochester O : 585.254.1780

Pittsburgh O: 412.341.2020

www.link2hs.com

Link2 Hospitality Solutions

108 Lincoln Parkway, East Rochester, NY 14445

415 Station St, Bridgeville, PA 15017





701 S. Ridge Avenue • Troy, OH 45374
1-800-777-2828 • itwfoodequipment.com

DATE: September 20, 2021
TO: Valued Customers of Hobart, Traulsen and Baxter
FROM: Gary Simpson, SVP North America Sales
SUBJECT: Price Adjustments - Effective November 1, 2021

Valued Customer/Dealers –

As previously communicated, and widely reported across world markets, significant and pervasive cost increases continue to impact our industry. Driven largely by supply chain disruptions, most raw materials have seen significant increases throughout 2021, and it is expected that these will continue in the months to come. Costs for Stainless Steel are among those experiencing the greatest increase, but we are also seeing large increases in all components of production. Some examples of recent increases - Stainless Steel 47%, Aluminum, 53%, Copper, 57%, Hardwood for pallets, 77%, Transportation costs, 8%.

In response to these unprecedented increases, ITW FEG has employed every effort to minimize their impact on the pricing we convey to our customers. However, to ensure that we can maintain the highest standard of product availability and quality, we must enter into new purchasing agreements for these materials, incurring significantly higher costs. Unfortunately, it is not possible to commit to these agreements without the implementation of new pricing.

Please refer to the chart on the next page summarizing percentage increases by product category, effective November 1, 2021.

We appreciate your support and look forward to continued opportunities to serve you at the highest level.

Best Regards,

Gary Simpson
Senior Vice President – ITW FEG Sales US



PRICE ADJUSTMENT PERCENTAGES – EFFECTIVE NOVEMBER 1, 2021			
HOBART FOOD PREPARATION		HOBART COMMERCIAL DISHWASHERS	
Mixing Category		AM & PW family	11%
Legacy Planetary, N50, Spiral, Cutter Mixer	10%	CLeN family	11%
Legacy Accessories	12%	CLeN ventless	5%
Slicing Category		Disposers, Pulpers	8%
HS Slicers	12%	FT1000e & FT1000i family	8%
Accessories	12%	LT1	8%
Food Processor Category		LXe family	8%
Continuous Feed & Bowl Style	8%	TurboWash II	8%
Accessories/Cutting Tools	8%	Centerline by Hobart	8%
Meat Room Category		All Accessories	10%
Mixer/Grinder, Meat Saw, Choppers	12%	HOBART COOKING	
Specialty Category		Convection Ovens	14%
Potato Peeler	8%	Hobart Steam	10%
Salad Spinner	8%	BAXTER COOKING & BAKING	
Buffalo Chopper	8%	OV500, OV310 and OV450 Rack Ovens:	12%
Centerline by Hobart		PW and RPW Proofers and Retarder Proofers and MB300 Proofers:	8%
Mixer (HMM20)	8%	BV400G VersaOvens:	7%
Edge Slicers	5%	WM600 and WM600C Water Meters:	3%
		Accessories – Oven Racks:	10%
		Accessories – Light-Kit Only:	29%
		Accessories – Stand-12Pan Only:	10%
		Accessories – All Other:	17%
TRAULSEN REFRIGERATION			
Dealer's Choice	8%		
Spec Line	8%		
Centerline by Traulsen	8%		
<p>Note: The above percentages are reference guidelines. Actual pricing may vary slightly from these percentages due to rounding. Options and accessories for any equipment may also vary from stated percentages above.</p>			
<p>Foodservice Price Protection Policy While pricing will be increased for products covered by the Dealer Sales Agreement, price protection will be offered to the dealer in accordance with the following:</p> <ul style="list-style-type: none"> - Orders for stock must specify "stock" devices and received via email or fax prior to October 31, 2021. Need by date must not exceed October 31, 2021. - Project orders may receive up to 30 days price protection when the following criteria is met: <ul style="list-style-type: none"> o A written quotation is on file with our Customer Care Department prior to November 1, 2021. o The Purchase Order is received by November 1, 2021 with a Need by/Ship by Date of November 30, 2021. - For orders specifying shipment after November 30, 2021, new November 2021 prices will prevail. 			



701 S. Ridge Avenue · Troy, OH 45374
1-800-777-2828 · itwfoodequipment.com



DATE: September 20, 2021
TO: Valued Customers of Traulsen
FROM: Gary Simpson, SVP North America Sales
SUBJECT: Price Adjustments - Effective November 1, 2021

Valued Customer/Dealers –

As previously communicated, and widely reported across world markets, significant and pervasive cost increases continue to impact our industry. Driven largely by supply chain disruptions, most raw materials have seen significant increases throughout 2021, and it is expected that these will continue in the months to come. Costs for Stainless Steel are among those experiencing the greatest increase, but we are also seeing large increases in all components of production. Some examples of recent increases - Stainless Steel 47%, Aluminum, 53%, Copper, 57%, Hardwood for pallets, 77%, Transportation costs, 8%.

In response to these unprecedented increases, ITW FEG has employed every effort to minimize their impact on the pricing we convey to our customers. However, to ensure that we can maintain the highest standard of product availability and quality, we must enter into new purchasing agreements for these materials, incurring significantly higher costs. Unfortunately, it is not possible to commit to these agreements without the implementation of new pricing.

Please refer to the chart on the next page summarizing percentage increases by product category, effective November 1, 2021.

We appreciate your support and look forward to continued opportunities to serve you at the highest level.

Best Regards,

Gary Simpson
Senior Vice President – ITW FEG Sales US



PRICE ADJUSTMENT PERCENTAGES – EFFECTIVE NOVEMBER 1, 2021

TRAULSEN REFRIGERATION

Dealer's Choice	8%
Spec Line	8%

CENTERLINE

Centerline by Traulsen	8%
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Note: The above percentages are reference guidelines. Actual pricing may vary slightly from these percentages due to rounding. Options and accessories for any equipment may also vary from stated percentages above.

Foodservice Price Protection Policy

While pricing will be increased for products covered by the Dealer Sales Agreement, price protection will be offered to the dealer in accordance with the following:

- Orders for stock must specify "stock" devices and received via email or fax prior to **October 31, 2021**. Need by date must not exceed **October 31, 2021**.
- Project orders may receive up to **30 days** price protection when the following criteria is met:
 - o A written quotation is on file with our Customer Care Department prior to **November 1, 2021**.
 - o The Purchase Order is received by **November 1, 2021** with a Need by/Ship by Date of **November 30, 2021**.
- For orders specifying shipment after **November 30, 2021**, new November 2021 prices will prevail.



701 S. Ridge Avenue • Troy, OH 45374
1-800-777-2828 • itwfoodequipment.com



DATE: November 1, 2021
TO: Valued Customers of Traulsen
FROM: Gary Simpson, SVP North America Sales
SUBJECT: Price Adjustments - Effective January 1, 2022

Valued Customer/Dealers –

As previously communicated, and widely reported across world markets, significant and pervasive cost increases continue to impact our industry. Driven largely by supply chain disruptions, most raw materials have seen significant increases throughout 2021, and it is expected that these will continue in the months to come. Increased costs for metals are among those experiencing the greatest increase, but we are also seeing continued and rapid increases in all components of production.

In response to these unprecedented increases, ITW FEG has employed every effort to minimize their impact on the pricing we convey to our customers. However, to ensure that we can maintain the highest standard of product availability and quality, we must enter into new purchasing agreements for these materials, incurring significantly higher costs. Unfortunately, it is not possible to commit to these agreements without the implementation of new pricing.

Please refer to the chart on the next page summarizing percentage increases by product category, effective January 1, 2022

We appreciate your support and look forward to continued opportunities to serve you at the highest level.

Best Regards,

Gary Simpson
Senior Vice President – ITW FEG Sales US



PRICE ADJUSTMENT PERCENTAGES – EFFECTIVE JANUARY 1, 2022

TRAULSEN REFRIGERATION

Dealer's Choice	12%
Spec Line	12%

CENTERLINE

Centerline by Traulsen	12%
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Note: The above percentages are reference guidelines. Actual pricing may vary slightly from these percentages due to rounding. Options and accessories for any equipment may also vary from stated percentages above.

Foodservice Price Protection Policy

While pricing will be increased for products covered by the Dealer Sales Agreement, price protection will be offered to the dealer in accordance with the following:

- Orders for stock must specify "stock" devices and received via email or fax prior to **December 30, 2021**. Need by date must not exceed **December 30, 2021**.
- Project orders may receive up to **30 days** price protection when the following criteria is met:
 - o A written quotation is on file with our Customer Care Department prior to **January 1, 2022**.
 - o The Purchase Order is received by **January 1, 2022** with a Need by/Ship by Date of **January 31, 2022**.
- For orders specifying shipment after **January 31, 2022**, new January 2022 prices will prevail.



September 29, 2021

To Whom it May Concern,

As we consider our pricing levels for 2022, we need to evaluate, even more so in these unstable times, all the business and environmental pressures and costs incurred in the production, logistics and day-to-day costs of running a business. Primary inputs such as stainless steel, chips, components boards and freight surcharges continue their upward spiral to apply negative cost pressures on all our products. AccuTemp strives to contain cost while maintaining a high-quality product, however, these costs have not been containable with inflation.

AccuTemp is committed to providing industry leading steam equipment with the best service and support offered in the industry with our lifetime service and support guarantee. While we continue to implement productivity and cost improvement measures, we will not sacrifice the quality of the products we are known for.

Effective January 1, 2022, our product lines will be increased based on the table below. This increase is necessary to keep up with inflation and increased overheads year over year.

Product Line	% Of Increase
Evolution and Steam N Hold Steamers and accessories	8
AccuSteam Griddle and Accessories	12
Edge Series Tilt Skillets and Kettles	10
Parts	10

Any new purchase order received on or before December 31, 2021, must ship within 90 days (prior to April 1, 2022) to retain 2021 pricing. If shipping beyond 90 days (on or after April 1, 2022), the purchase order will need to be revised to reflect 2022 pricing. If you have any questions regarding this announcement, please contact your sales representative. Thank you for your business and continued support of AccuTemp Products, Inc.

Sincerely,

Cambria Menendez
Vice President of Finance



February 1, 2022

To Whom it May Concern,

I hope you, your employees and your families are staying safe as our economy continues to feel the impact of the Covid-19 pandemic.

Even two years later we continue to navigate the challenges that are impacting the world. At AccuTemp, we are facing the challenges of labor shortages, increased costs, and extended lead times from our suppliers. Given this situation, we regret to inform you of a price increase for our products effective May 1, 2022.

Below are the product lines that are impacted:

Product Line	% Of Increase
Evolution and Steam N Hold Steamers and accessories	21
Electric AccuSteam Griddle and Accessories	25
Gas AccuSteam Griddle and Accessories	28
Edge Series Tilt Skillets	10
Edge Series Kettles (excludes Mixer)	20
Edge Series Mixer Kettles	30
Parts	25

Any new steamer purchase order received on or before April 30, 2022, must ship within 45 days (prior to June 15, 2022) to retain current 2022 pricing. If shipping beyond 45 days (on or after June 15, 2022), the purchase order will need to be revised to reflect May 2022 pricing. All other products purchase order received on or before April 30, 2022, must ship within 90 days (prior to July 30, 2022) to retain current 2022 pricing. If shipping beyond 90 days (on or after July 30, 2022), the purchase order will need to be revised to reflect May 2022 pricing. If you have any questions regarding this announcement, please contact your sales representative. Thank you for your business and continued support of AccuTemp Products, Inc.

Sincerely,

Cambria Menendez
Vice President of Finance