

January 15, 2020

RE: Price Increase Announcement

Dear Valued Fabri-Kal Customer:

As a result of escalating raw material costs, Fabri-Kal is announcing an increase to pricing on the following product lines effective March 1st, 2020:

10% Increase: All PLA (Polylactic Acid) products as outlined below.

Greenware® Cold Drink Cups and Lids including Stock and Custom Prints
Greenware® Portion Cups and Lids including Stock and Custom Prints
Greenware® On-The-Go Boxes and Lids

12% Increase: All Plant Fiber Blend products as outlined below.

Greenware® Plant Fiber Blend Hinged Containers

All orders placed by 5:00 p.m. (Eastern Standard Time) on or before Friday, February 28th, 2020, calling for immediate shipment, will be invoiced at the current price. Buy-ins cannot be accommodated.

Contract pricing will be increased consistent with the terms of individual agreements.

Thank you for your continued support of Fabri-Kal Corporation.

Sincerely,



Chuck Garlock
Vice President of Sales & Marketing