



Price Modifications Effective November 1, 2021

On September 24, we issued a bulletin notifying you that—compounded by intensifying supply chain shortages, growing transportation backlogs, and scarcity of labor—**inflation continues to spiral to unprecedented and unforeseen highs**. As that notification indicated was likely, breakneck acceleration of manufacturing costs has now impacted our position to the point that **we need to pass along a portion of these increases**, even as Betco® persists in absorbing the lion's share.

As reflected in the files, the **weighted average increase for many categories is 7–10%**, with an outlier as high as 30%. In addition to the price modification itself, please also note the following important information.

- Orders received prior to the **cutoff at 5:00 p.m. EDT on October 29, 2021**, will be invoiced at the existing price regardless of ship date, and orders received past that time will be invoiced at the new price.
- In an effort to ensure availability for all customers, **October purchases** will be limited to no more than the **previous years' plus 10%**.
 - In the event that Emballages Ralik, Inc. Les has significant new business for which this policy would constitute an unfair disadvantage, Betco reserves the right to amend this provision.
- **Contracts with specified end dates will be adjusted** to reflect the higher invoice price and an increased discount dollar amount until the contract expires.
 - Our goal is to send you the **updated contract within 30 days**.
- **Until further notice (UFN) contracts will be reviewed and revised** based on the current invoice price.
 - Until you receive the new UFN contract, please submit orders under the current contract, in which the discount dollar amount stays static regardless of invoice price.

Please rest assured that we are doing everything within our power to limit the impact for you, and we will continue to monitor the situation and react accordingly to mediate further inflationary pressures. As always, we will advise you in advance to the best of our abilities should possible disruptions in supply arise.

We greatly appreciate your business and look forward to growing with you during the coming year.