



August 13, 2021

Subject: RONCO PPE Price Adjustments Oct 1st, 2021

Dear Valued RONCO Customer,

Trust you, your families and friends continue to remain safe.

Please be advised that effective October 1st, 2021, all categories of products are seeing a price adjustment. With the exception of Disposable Gloves all other categories of PPE and Plastic products are seeing an increase, varying from 10 to 36%.

As you may be aware, recent months have seen an unprecedented rise in freight costs; the prices of containers have gone up by almost 5 times; essentially what this means is that a 40 HC container which cost around \$6,000 in January of this year is now anywhere between \$25,000 - \$30,000. Please see a chart below that depicts these escalating prices.

This has a severe impact on product prices. Furthermore, the degree of impact is dependent on the number of cases that can fit in a container. Products with larger case dimensions have a higher impact on per case price, since less number of cases fit a container compared to cases with smaller dimensions.

Temporarily Discontinued/Discontinued Items – Note there are items which have been temporarily discontinued/Discontinued. These products are identified on the main list as “DISC” or “TDISC” and have limited availability and are priced to clear the stock. We recommend that you flag these items in your order system. Products will be sold on a First come First served basis.

Best Regards,

A handwritten signature in black ink that reads "Mark Ray". The signature is written in a cursive, slightly slanted style.

Mark Ray

VP Sales