



May 8, 2026

Dear Valued Customer,

As cost pressures across our industry continue to build, we are reaching out with an important pricing update. Rising input costs for raw materials, packaging, freight, and labor have created a challenging environment that has required difficult decisions. We have worked hard to absorb as much of these increases as possible internally, and we have reached a point where a pricing adjustment is necessary to maintain the level of quality and service you rely on.

Effective June 8, 2026, we will implement the following price adjustments:

- Towel & Tissue products: **5% increase**
- Wiper products: **10% increase**

Select products, including custom items, may be subject to a higher increase based on specific cost impacts. Your Account Executive will provide details specific to your account.

We are not alone in making this adjustment. Major industry suppliers have announced similar or larger increases in recent months, reflecting the broad and sustained nature of the cost pressures affecting our entire supply chain.

Our priority remains the security of your supply and the consistency of your service experience. We are actively investing in automation, technology, and operational improvements across our business, not only to manage our costs more effectively today, but to position ourselves as an efficient and competitive partner for you over the long term. Our goal is to grow with our customers, and that means continuing to find ways to deliver value even in a challenging cost environment.

We also recognize that every customer's situation is different. Depending on your product mix, order quantities, and purchasing patterns, there may be an opportunity for us to work with you on a lower increase than what is outlined above. We encourage you to reach out to your Account Executive directly to have that conversation, as we want to find the best possible outcome for your business.

These new prices will take effect on June 8, 2026. Orders placed prior to June 8, 2026 at or within your current average order quantities will be invoiced at current pricing.

We deeply value the partnership we have built with you and will continue to do everything we can to earn your trust and support. Thank you for being a part of the Berk family.

Sincerely,

Jake Berk
President
Berk International, LLC