



July 15, 2022

Dear Valued Customer,

First and foremost, thank you for continuing to partner with us through the years and allowing us to serve your odor control needs.

Since the beginning of Covid, we saw the cost of raw material markets fluctuate dramatically, with a general upturn in pricing. This continues to be an ongoing challenge throughout the world.

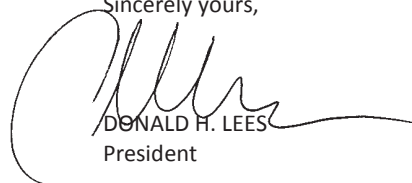
Given this situation, this letter is to inform you of a price increase effective September 1, 2022. Due to continuing increases on all raw materials (specifically plastics, steel cans, valves, caps, corrugated, and acetone) and oil & gas, we are forced to change our prices.

This price increase affects all Big D products. Your new prices represent an 8% increase on your purchases. Please take the earliest opportunity to review the new price sheet, you can obtain the price sheet from your sales representative or by emailing customer service at [orders@bigdind.com](mailto:orders@bigdind.com).

Due to the rising cost of freight transportation and configuration, we are also making changes to our prepaid freight policy, terms, and conditions. Effective September 1st, Big D will be increasing our Prepaid Freight Minimum from \$1,700 to \$2,000 within the continental United States. Big D will be using our designated freight carrier (YRC) for all LTL orders. You may elect to use a carrier of your choice, and all related charges will be billed third party collect.

We look forward to continuing business with you. If you have any questions or concerns, please contact us or your sales representative.

Sincerely yours,



DONALD H. LEES  
President



**BIG D INDUSTRIES, INC.**

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