



HOSHIZAKI AMERICA, INC.

Confidential

REVISION of the Letter Dated September 30, 2022

Changes Highlighted in Yellow

Dear Valued Partner,

The lingering effect of manufacturing component shortages, increased raw material prices, labor shortages, and increased transportation costs continue to impact our cost to produce equipment.

To offset these cost challenges, Hoshizaki America is updating pricing effective January 1st, 2023. The average price increase by product category is as follows:

- *Ice Equipment and Accessories – 4% on Average – will vary by model*
- *Refrigeration Equipment and Accessories – 4% on Average – will vary by model*

A detailed price list by model will be provided by Monday, October 31st, 2022.

- All orders placed prior to Monday, November 14th, 2022, for which the requested ship date is specified as "immediate/ASAP", will hold the current pricing regardless of ship date following the January 1st, 2023 change.
- All orders placed prior to Monday, November 14th, 2022, for which the requested ship date is specified as anything other than "immediate/ASAP", will hold the current pricing if shipped before January 1st, else it will be invoiced at the new pricing if shipped on or after January 1st.
- All orders placed on or after Monday, November 14th, 2022, and shipped on or after January 1st, 2023, will be invoiced at the new pricing.

Please contact your local representative with any questions regarding this upcoming price change.

In the meantime, please know that we continue to take measures to stabilize our delivery dates and shorten our lead times. Your patience and continued support are greatly appreciated!

We at Hoshizaki America sincerely thank you for your loyalty.

Best Regards,

Allan Dziwoki

Senior Vice President, Sales & Marketing
Hoshizaki America