



McCain Foods USA, Inc.

One Tower Lane
Oakbrook Terrace, Illinois
60181

Date: February 14, 2023

To: All McCain Distributor Partners and Sales Agencies

From: Stephen Owens, Senior Vice President, North America Sales

RE: US Foodservice Appetizer Price Increase

In response to continued market cost inflation, effective with orders shipping April 15, 2023, McCain Foods USA, Inc. will be increasing pricing on McCain Brands Appetizers in the following categories:

APPETIZERS

| | |
|--------------------------------|-------------|
| Onion | +0.17 / lb. |
| Vegetable and Other Appetizers | +0.18 / lb. |

Any Distributor & Operator Label products will also be subject to increases.

We reserve the right to limit “buy-ins” by holding orders to historical purchase levels. Price increases will apply to all operator contracts, bids, or special deals as they expire and are renewed.

Price increases are being driven by cost of production inflation in onion and other vegetables and continued labor cost increases.

McCain will continue to invest to ensure product availability and long-term category growth during this period of instability and inflation. We thank you for your valued business and continued support.

In addition to these pricing changes, and also effective with orders shipping April 15, 2023, McCain Foods USA, Inc. will be adjusting the pricing of selected products within the Cheese and Pepper categories to better reflect the value tiering of each product and to provide a simplified Regional List Price for the categories with 4 distinct zones. Specific details on pricing changes per product (sku) and shipping zones will follow.

Pickup Zones (effective April 15th, 2023)

Effective April 15th, McCain Foods will be simplifying its Appetizer pricing by shifting from FOB pricing at each Plant/Warehouse to FOB pricing for 4 (four) specific zones as follows:

| Current Warehouse/Plant | Pricing Zone (April 15) |
|------------------------------|-------------------------|
| AMC Atlanta Southgate | East |
| Americold Hatfield | |
| AMC Rochelle - Caron Rd. | North Central |
| Plover Plant | |
| Americold Fort Worth Meacham | South |
| New Cold Burley | West |