

# SALVAJOR<sup>®</sup>

FOOD WASTE SOLUTIONS

4530 EAST 75th TERRACE / KANSAS CITY, MISSOURI 64132-2081 USA  
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**Jim Ottmer**  
National Sales Manager

INCORPORATED  
1944

5/31/2023

To: All Reps

Dear Valued Partner,

Salvajor thanks you for being such a loyal and consistent customer. Your satisfaction is very important to us, and we hope Salvajor has been successful in providing you with excellent customer service and products.

Due to the current labor challenges and supply chain volatility, we will be raising our prices on all products. This increase will be 5% on all products and will take effect beginning July 1, 2023.

This price increase is necessary to continue providing you with the quality you've come to expect. Please don't hesitate to contact me immediately if you have any questions or concerns.

Please note that we will honor all buying group contracts. See below the required notice for each buying group.

Channel Partners: 60 Days (New pricing will go into effect for members 8/1/23)

IFED: 60 Days (New pricing will go into effect for member 8/1/23)

NAFED: 30 Days (New pricing will go into effect for members 7/1/23)

NexGen: 90 Days (New pricing will go into effect for members 9/1/23)

Pride: 90 Days (New pricing will go into effect for members 9/1/23)

Please inform all of your dealers and consultants.

Thank you,



Jim Ottmer, CFSP  
National Sales Manager