



December 1, 2022

Dear Channel Partner,

Effective January 1<sup>st</sup> we will be implementing a price increase on our equipment, tools and accessories. While we have started to see a flattening of raw material pricing for steel and stainless, we continue to see increased pressure on labor costs and components.

Stone hearth ovens will see a price increase of approximately 6.5%. With the increase, stone hearth ovens will now include a technical startup with the purchase price of the oven. The technical startup is arranged by Wood Stone through our ASA network. We have chosen to add this service at the time of purchase to improve the customer experience.

Planchas, rotisseries, tandoors, and tools/accessories will receive a 5% increase. All bids and quotations created prior to January 1 will be honored at the original pricing if the order is placed prior to the expiration date stated on the quotation. For the order to be considered fully "accepted" and to maintain the pricing, General Arrangement drawings and other details need to be finalized and signed to ensure that we have the proper configuration for materials planning. For international orders, this includes gas and power specifications. We expect these items to be complete by both Wood Stone and the customer within 30 days of PO receipt. If these are delayed beyond 30 days of order placement, at no fault of Wood Stone, we reserve the right to requote the order.

Thank you for your continued partnership and support of Wood Stone. If you have any questions or need additional information, please contact your Wood Stone customer service representative or regional sales manager.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael Quinn".

Michael Quinn  
Vice President of Global Sales