**Confidential Notice June 26-2025**

**To Distributor Pricing and Chargeback teams:**

On October 1, 2025, Kate Farms will be updating our Wholesale Acquisition Cost or WAC.  The details of each change can be found in the attached Excel file.

As part of this change Kate Farms will be processing rebate claims for October 2025 transactions at the current WAC price in order to reimburse claims at the cost you acquired the inventory.  Rebate claims for November 2025 and forward will be processed at the new WAC pricing that is effective Oct 1, 2025.

For example, current WAC for Standard 1.0 Vanilla UPC 851823006997 is $36.36 per case and will be increasing to $47.16.  Rebates claims for Standard 1.0 Vanilla:

* transactions dated October 2025 will be calculated from $36.36 per case
* transactions dated November 2025 and forward will be calculated from $47.16 per case.

As an alternative option to the above, you can provide an inventory report detailing your inventory of each item as of 10/1/25 we will invoice you the difference between the current WAC and new WAC. Otherwise we will process October chargebacks as outlined above.

Please contact me directly with any questions regarding the upcoming price change.  We appreciate your continued support of Kate Farms.

Greg Phipps

Senior Director of Distribution and Partnerships

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