

Program & Commodity Pricing Updates Effective April 1, 2012 *Confidential Information*

Azar Nut Company

Peanut Butter Increase +47%

Raw peanut prices are up 111% since November 2010 and 39% since July 2011. Planted acreage is down 10.6% along with drought conditions in the growing regions that have driven the market up. As a result,

Casa Di Bertaachi

Meatballs Increase +15%

This pricing adjustment reflects market conditions. Until this point, Best Western MarketPlace has maintained pricing protection throughout a period of greatly increasing beef costs going back to October 2008.

Coleman

Natural, Organic & Gluten Free Meats & Poultry Increase +4% to +7%

Coleman has not changed their pricing for Best Western MarketPlace in two years and any pricing adjustments are related to the corn markets and increased price of feed. Most items on this contract have increased less than 3%. The five items that are increasing four to seven percent are:

- Pre-browned Breaded Whole Muscle Breast Chunks
- F/C Breaded Whole Muscle Breast Chunks
- F/C Gluten Free Breaded Chicken Breast Chunks
- Boneless Skinless Random Chicken Breast Fillet
- Bonesless Skinless Chicken Breast Tenderloin Clipped

Douwe Egberts Coffee Systems

Liquid Coffee Decrease -13%

This decrease is on liquid coffee products and is driven by the downward trend of the coffee commodity market and increased competitiveness in the market.

Mitsui Foods (Tuna)

Albacore Increase +9%

Skipjack Increase +9.6%

Yellowfin Increase +17.3%

Tongol Increase +7.3%

Tuna prices are being driven by large decreases in catch. Fisheries just lifted a ban on fish aggregating devices (FAD's) which attract large schools of fish and make catching tuna in large quantities easier; however, the catches are not as large as in the past and demand keeps growing.

Nestle

Hand Held (Formerly Chef America) Hot Pockets Increase +4%

Wet Gravies Increase +3.8%

This increase is related to increases in various commodities. Beef cattle inventory is showing a 12% decline and with the decreased supply, prices have increased approximately 12%; corn has continued to trade higher due to hot/dry weather; and diesel fuel has been affected by new financial sanctions on Iran which have led to an increased supply risk.

Slade Gorton (Seafood)

Cod	Decrease -7%
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Pangasius/Swai	Decrease -15%
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This contract changes monthly following the markets. This report will show any extreme pricing fluctuations in medium to high volume products. Cod and Swai are in season and the pricing decreases are related to the healthy supply.

Regional Bakeries

King Cheesecake (DSD)	Increase +3%
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Le Boulanger (DSD)	Increase +3%
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The pricing changes for regional bakeries is a result of increases in oil-based costs which include: ingredients, packaging (wrapping supplies) and diesel fuel.

Commodity Driven Contracts

The contracts below are formula-based, reflect the markets and change monthly or quarterly. We will not always provide an explanation for pricing changes, as the pricing of these programs continually ebbs and flows with the markets. A yearlong snapshot of pricing gives the most appropriate view of the benefits associated with Best Western MarketPlace negotiated pricing, and the monthly pricing reflected does not portray the full year benefit. However, we do want to keep you informed so you can make menu and pricing adjustments as appropriate for your facilities.

Beef

Cargill Whole Deli Roast Beef & Pot Roast	Increase +1.2%
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Cargill Raw Processed Beef (Stew Beef, Cube Steaks, Kabob Meat & Julienne Strips)	Decrease -4%
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Cargill Ground Beef (Ground Beef Patties & Bulk, Meatloaf, Salisbury Steaks)	Increase +0.8%
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Allied Steaks (Philly Steaks)	Increase +3%
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The adjustment for Allied Steaks reflects market conditions. Best Western MarketPlace has maintained price protection during a period of greatly increasing beef costs going back through February 2011.

Cheese

Schreiber Foods, Inc. (Processed Cheese)	Decrease -2%
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DCI (Natural Cheese)	Increase +0.5%
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Darling International

Kitchen Grease Pick Up Service	No Charge
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The Jacobson Index average for the last 30 days did not meet the threshold to trigger the monthly fee. This means that Darling and Darling sub-contractors will pick up waste oil at level 1 locations during the month of April at NO CHARGE.

Farmland Foods

Bacon	Decrease -8%
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The bacon category is down 8% due to return of more normal supply inventories and slightly decreased seasonal demand. All other pork categories are generally flat.

Kraft Foods

Cream Cheese	Decrease -4.4%
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Koch Foods

Bone in Breaded	No Change
Bone in Raw	Increase +0.8%
Breaded Boneless Breast	Increase +4.8%
Breaded Nuggets & Patties	Increase +1.6%
Raw Boneless	Increase +5.1%
Pulled, Diced & Cooked Strips	Increase +1.3%
Breaded Tenders, Tenderloins, Popcorn & Strips	Increase +3.1%
Cooked Unbreaded Breasts & Patties	Increase +4%
Wings	No Change
CVP	Increase +6%

Pactiv/Prairie/Newspring

Aluminum	Decrease -8.47%
Polypropylene	Decrease -7.71%
Polystyrene	Decrease -1.58%
PET	Decrease -3.23%
Paper	Decrease -1.58%

The Pactiv product decreases are due to cost reductions in a number of raw materials. The resin cost inputs have all decreased recently, led by large decreases in aluminum and polypropylene. Pactiv product prices are heavily impacted by a range of resin cost drivers and other market prices inputs.

Solo/Sweetheart Cup (disposable cups/lids)

Polypropylene	Decrease -9.29%
Polystyrene	Decrease -3.07%
Paper	Decrease -0.52%
PET	Decrease -4.7%

The Solo Cup product decreases are due to cost decrease in raw materials from Cup Stock Paper, to PET, Polystyrene and Polypropylene resins. The resin cost inputs decreased during the 4th quarter, 2011, led by large decreases in polypropylene and a reduction in polystyrene price inputs.

Ventura Foods

Bulk Margarine	Increase +0.4%
Oil, Shortening	Increase +0.5%

Contract Update: April 1, 2012

Living Essentials - 5 Hour Energy	NEW
Regular (Berry, Grape, Orange, Pomegranate, Lemon, Lime)	
Extra Strength (Berry, Grape)	
Decaf (Citrus)	

CONTRACT UPDATES: April 1, 2012

