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DATE: July 27, 2020
TO: All SC Johnson Professional Distributors
SUBJECT: Price Increase Effective November 1, 2020 and January 1, 2021

At SC Johnson Professional, we value our customers and strive to always operate in a responsible manner. We make decisions with this in mind, including product pricing. While we have been able to maintain our pricing levels steady since February during COVID-19, the current state of the markets has necessitated review of our pricing levels.

While working to meet the extraordinary increases in demand, our costs have risen due to key ingredient cost increases. We continue to make every effort to keep our costs down and remain committed to offsetting a significant portion of inflationary costs through continuous improvement projects. However, with demand for many of our products, and those across the industry, expected to continue to be high due to a heightened need for skin hygiene products, we have conducted a pricing review to enable us to continue to meet the needs of our customers.

As a result, we will be **adjusting prices across our skin care product lines by 2.75% with exception of all Heavy Duty Hand Cleansers; Sunscreen and Creams which will see a 3.5% increase effective January 1, 2021.** We have kept the increase on our Refresh Foam Soaps to a lower than average increase, to help support the need for frequent hand washing throughout this pandemic and beyond.

One significant increase we have seen is to one of our key ingredients, USP-grade ethanol. This raw material has been affected by drastic cost increases. For this reason, **the pricing for our alcohol-based sanitizer products has been significantly impacted.** Effective November 1, 2020, we will implement a 4.9% increase on all InstantFOAM/Sanitizer sku's. All current in-house Purchase Orders for InstantFOAM/Sanitizer products not shipped by November 1, 2020 will be updated to the new price. We will allow cancellation of existing orders of sanitizer during the period of October 5 – 9, 2020 only. Please ensure your purchasing staff contact their SC Johnson Customer Service Rep directly with PO number and details within this timeframe.

One change has been made to SCJ Pro Trading Policy-Terms and Conditions to increase the minimum dollar value by \$100.00 per order effective January 1, 2021.

Thank you for your continued support.

Tom Bannon, VP of Commercial, Canada