

April 16, 2021

Multi-Clean Distributors

Re: Pricing Changes Effective June 16, 2021

Dear Valued Distributor,

As a result of continued increases in packaging, raw materials and freight costs, Multi-Clean will be instituting a price increase for all branded and private label products effective June 16, 2021.

The chemical manufacturing industry is experiencing a combination of raw material shortages coupled with surging demand for certain key materials that has resulted in large cost increases. Supply chain disruptions and storm related outages of raw material production has exacerbated the situation. Also, the ongoing shortage of truck drivers has caused freight costs to go up significantly.

Just a few examples of raw material price increases in the past year include; HDPE plastic used in packaging materials up 15-25%, Glycol ether solvents used in cleaning product formulas up 15-20%, Surfactants and disinfectant active ingredients up 8-15%.

The overall average increase is 5.7%. There will be no increase on Multi-Clean brand **floor finishes** as well as new products like **Peroxi-Cide** and **PP-Gone**. **Carpet care** products, **cleaners**, **strippers** and **degreasers** will see a **6% increase**. **Disinfectants** and **dilution control** products will see an **8% increase**.

While these increases are larger than normal, a substantial portion of the increases are beyond transitory and are expected to hold into the future. At Multi-Clean, we view our distributors as true partners, therefore we have avoided instituting surcharges with little or no warning.

What's Next?

We will be updating and mailing price schedules by May 15th. The deadline for placing orders at current pricing will be June 15th, 1:00PM, Central Standard Time. Thank you for your business and understanding during these very challenging times.

Sincerely,

A handwritten signature in blue ink, appearing to read "Michael Tarvin". The signature is fluid and cursive, with a long horizontal stroke at the end.

Michael Tarvin
Vice President