



March 30, 2021

Dear Valued Customer,

Like you, we are seeing new business dynamics as the world starts to move toward some sense of normalcy. As schools and businesses worldwide start reopening their doors, there is now a strain on supply chain which is driving up costs.

- Resin and metal prices are seeing significant increases, as is corrugate used for packaging.
- International freight costs are seeing significant increases, primarily due to a glut of product being shipped to meet the increased demand for goods. Ocean vessels are harbored near ports awaiting available space to unload; this is resulting in a shortage of containers in the origin ports which is leading to both extended lead times and increased costs.
- Domestic freight costs are also rising due to a shortage of both labor and equipment needed to meet demand.

While we always work to mitigate the effects of these drivers on our cost of goods, the significance of these increases necessitates that we announce price increases on our plastics and metal related product categories effective May 3, 2021:

• Containers/Receptacles	4-10%	• Personal Care	5-7%
• Dispensing Systems	2-7%	• Safety Items	3-5%
• Floorcare/ Dusting	3-7%	• Soap Dispensers	2-6%
• Mopping Equipment	3-10%	• Utility Items	2-5%
• Odor Control	3-5%	• Washroom Accessories	2-8%