

January 7, 2022

**Re: Pricing Change Effective April 1, 2022**

Dear Valued Distributor,

This letter is to inform your company that Multi-Clean is announcing a price increase for all Multi-Clean brand and private branded products effective April 1, 2022.

Our company, like many others is experiencing unprecedented increases in raw materials and packaging. In addition, freight costs continue to push relentlessly higher while labor costs are accelerating. All this points to the necessity of implementing a price increase for all of our products.

Below are just a few examples of year over year increases we have been experiencing:

Solvents used in cleaning products, strippers and floor finishes: **34.5%**

Surfactants used in cleaning products: **42.6%**

Fragrances: **16%**

Plastic Bottles: **20+%**

We want to be respectful of the sensitive nature of price increases, therefore we are providing ample time to adjust to the new pricing and allowing you to inform your customers.

The increase is 4.5% across the board. This increase will help us offset some of the higher costs being incurred in our operations. With inflation running at substantially higher rates, we hope you agree this increase is fair and modest.

We will be updating and mailing hard copy price schedules by mid-March. The deadline for placing orders at current pricing will be March 31, 2022, 1:00 PM, Central Standard Time. Thank you for your business and understanding during these 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