



JUNE 2018
Price Changes Notification

Due to price increases from our current suppliers, Vernon/RTC will be increasing prices on the following vendors.

Below is an overview of price changes effective **June 1, 2018** unless otherwise stated.

Announced Vendor Price Changes

Vendor/ Brand	Effective Date	Increase	Comments
Solaris	6/1/2018	3-6%	Varies per item
Allied West	6/1/2018	Up to 6%	Varies per item
WD-40 Company	6/1/2018	5%	Varies per item
Princess Paper	6/1/2018	4%	Only private label Tallfold napkin 1845PBS
Papercutters	6/4/2018	4-10%	#1 and #2 Retail Tissue = 10%, White Natural and Yellow Sandwich Wrap = 5%, White Dry Wax and Interfold Dry Wax = 5%, #130 White wet Wax = 5%, Pink Steak Paper = 4%, Black Steak Paper = 5%
Deb	6/4/2018	Up to 3.9%	Varies per item
Durable Packaging	6/15/2018	20%	All Aluminum items

SOLARIS PAPER

April 6, 2018

Dear Solaris Paper Distribution Partners,

While over the past several years, we were able to absorb fluctuations in costs; rising pulp, corrugate, transportation and many other costs continue to increase. As a result, we now need to make some changes to our pricing structure. We will continue offering you great value, through category investment and our whiter, brighter, softer Rapidly Renewable Fiber (RRF) product technology.

Effective **June 1, 2018** Solaris Paper, Inc. will implement a price increase of 3% to 6% in all product categories including bath tissue, jumbo bath tissue, facial tissue, hard wound roll towels, multi-fold towels, center-pull towels, kitchen roll towels and dispensers.


Any existing end-user contract pricing will remain in effect per the terms and conditions of the contract until expiration. Once expired, end-user contracts will be adjusted accordingly.

All orders received by close of business May 31, 2018 calling for shipment by June 15, 2018 will receive current into-stock prices. Orders received June 1, 2018 or after will be invoiced at the new announced pricing. Orders are subject to a limit of 1/12th of your annual purchases.


New price lists will be mailed to you by May 1st, 2018. If you have any questions or concerns, please contact your Solaris Paper Sales Representative.

Thank you for your continued business and valued partnership.

Sincerely,



Corey Rodriguez
Senior Vice President of Sales
Solaris Paper, Inc.



ALLIED WEST PAPER CORP.

Feb. 19, 2018

TO: Allied West Paper Corp. – Commercial Products Customers

Dear Valued Customer,

Effective April 1, 2018, Allied West Paper will increase pricing on Commercial products and dispensers up to 6%.

This increase is necessary due to rising operating costs of fiber, transportation, and other inflationary costs.

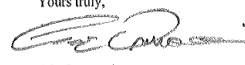
All orders received by the close of business on April 1, 2018, calling for immediate shipment will receive current pricing. Orders received after April 1, 2018 will be invoiced at the new levels.

New into stock prices and any contract adjustments that may be necessary will be distributed to you shortly. We will, of course, honor any contract prices for the duration of the original agreement.

If you have any questions, please contact your Sales Representative.

Thank you for your continued support of Allied West Paper Corporation. We sincerely appreciate your business.

Yours truly,



Eric Ovanessian
COO/President – Commercial Business



9715 Businesspark Ave, San Diego, CA 92131

March 1, 2018

PRICE INCREASE WD-40 MULTI-USE PRODUCT EFFECTIVE JUNE 1st, 2018

Dear Valued Customer,

In accordance with our primary purpose of making it better than it is today, The WD-40 Company continues to focus on building category demand and driving consumers into your outlets. We know that shoppers and end-users demand more from both their shopping and purchasing experience. That said, we have invested to ensure we meet those ever changing needs.

Over the past several years we have increased our investment in strategies focused on building category value, solving unmet consumer needs, enhancing the Omni-Channel experience, and meeting regulatory constraints/demands.

As such we have seen successes within the market place in innovation launches with our new EZ-Reach Product, optimization of online support (i.e.: content, images, and SEO), and enhancements to instore and merchandising support. Our investments in your business and our consumer are for both today and tomorrow.

At the same time, regulatory mandates have impacted the business and increased our overall cost structure. We have experienced increases in goods and services, (i.e. freight, regulatory, tin, corrugate and manufacturing fees). As a business we have worked with our suppliers to mitigate rising COGS pressures however we have reached a point where it is no longer sustainable.

We will therefore be increasing our prices on all variants of WD-40 Multi-Use Product on average by 4.9% effective June 1st, 2018. All other WD-40 Company products will be excluded from this increase.

Your WD-40 sales representative will provide you with more specific details and answer any questions you may have. All orders shipped on or after June 1st will be invoiced at the new pricing. Thank you for your continued support.

Sincerely,

Peter A. Dumiak
Senior Vice President, US Sales



Princess Paper, Inc.

April 6, 2018

PRICE INCREASE MEMO

Dear Valued Partner,

We thank you for your continued partnership with Princess Paper where our commitment is "Quality and Service Above and Beyond".

In the past five years we have absorbed price increases from our suppliers and maintained your prices at the competitive levels you have become accustomed. At this time, we must announce a price increase.

The causes are as follows:

- Labor cost increase
- Production cost increase
- Pulp/Paper cost increase
- Packaging/boxes increase
- Freight/logistics increase
- Fuel increase

It is our focus to keep your pricing as low as we are able.

This increase will be effective May 15, 2018 your prices may increase up to 8%.

Orders received by Friday May 4th, 2018 calling for immediate shipment no later than May 12th, 2018 will receive current pricing. All orders shipping, regardless of order date, after Tuesday, May 15th, 2018 will be invoiced at the new price. **Orders will be accepted based on prior three months volume.**

Your new into-stock pricing list showing the prices effective May 15, 2018 will be available the week of May 15th 2018. Please contact me at your convenience for further detail.

We thank you for your continued business.

Edie Lacey
Director of Sales



6023 BANDINIBLVD, COMMERCE CA 90040
PHONE (323) 888-1330 FAX (323) 724-2129

April 30, 2018

To Our Valued Customers:

Current market increases and conditions necessitate that we announce a price increase on the grades listed below. This increase will go into effect for orders shipped on or after June 4, 2018. Specific pricing information will be forthcoming.

Products

- #1 and #2 Retail Tissue: 10% (approximately)
- White, Natural and Yellow Sandwich Wrap: 5% (approximately)
- White Dry Wax and Interfold Dry Wax: 5% (approximately)
- #130 White Wet Wax: 5% (approximately)
- Pink Steak Paper : 4% (approximately)
- Black Steak Paper : 5% (approximately)

We appreciate your business and want to assure you that we value our relationship. We remain dedicated to supplying you with the highest levels of quality, service, and support.

Please don't hesitate to contact us with any questions or concerns you may have.

Sincerely,

Beth Thurber
Vice President



Deb USA, Inc.
2815 Coliseum Centre Dr., Suite 600
Charlotte, NC 28217, USA
Tel: (800) 248-7190
www.debgroup.com

DATE: March 27, 2018
TO: Deb USA Authorized Distributors
SUBJECT: Price Increase Effective June 4, 2018

Dear Valued Customer,

As previously announced, this letter is to inform you that we will be adjusting prices across our skincare product line up to 3.9%, effective June 4, 2018. We have offset a significant portion of inflationary costs through continuous improvement projects and will continue to do so.

Prices of primary ingredients to make skin care products and packaging materials have dramatically increased over the last 12 months (details in appendix).

Also, as part of our on-going integration of Deb into SC Johnson Professional, we will be evaluating volume requirements for each pricing tier. These changes will be communicated by year-end and adequate transition time will be allowed.

All orders received on or after June 4th will be priced based on the new price list, as attached to this letter. If you need any help to update your internal price lists or product listing, please do not hesitate to send an Excel file to customer.service@debgroup.com.

We work daily to continuously improve our distributor experience as well as our product offerings and we are committed to reinvesting in our portfolio to not only offset these ongoing inflationary costs but improve quality and value for our customers.

Thank you for your continued support!

Mike Flagg
Chief Executive, North America



750 Northgate Parkway
Wheeling, Illinois 60090
TEL: 847-541-4400
FAX: 847-541-8360
www.durablepackaging.com

April 27, 2018

To Our Valued Customers:

Due to the continued rise in aluminum pricing per pound as a result of government sanctions and market volatility, Durable Packaging is announcing a price increase on the following product categories:

- *All Aluminum Foil Rolls and Interfolded Sheets* 20%
- *All Aluminum Foil Containers, Trays & Foil Lids* 20%
- *All Aluminum Foil Combo Packs* 20%
- *All Foil Laminated Products* 20%

This increase will take effect with all orders placed after 5:00pm, Friday June 15th, 2018. Durable Packaging reserves the right to restrict and limit orders that exceed normal purchasing patterns.

If you have any questions regarding this increase, please contact your Durable Packaging sales representative. We appreciate your continued support.

Sincerely,

A handwritten signature in black ink, appearing to read 'Corey Anders'.

Corey Anders
Executive Vice President
Durable Packaging International

To receive item-specific pricing for your account, please contact your Vernon/RTC sales representative or customer service.

On behalf of Vernon/RTC we thank you for your continued support.