



JULY 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 July 1, 2018 unless otherwise stated.

Announced Vendor Price Changes

Vendor/ Brand	Effective Date	Increase	Comments
Nexstep	7/1/2018	3-13%	Microfiber towels = 8%, Varies for all other items
Shurtape	7/1/2018	4%	All items

May 8, 2018

Angie Vallejo-Ramos
VERNON SANITARY

Dear Angie:

After much thought and with much reluctance, we must announce price changes. Our last price changes were three years ago in 2015. We have held off as long as possible in the hope that we would see some relief in our rising raw material costs. Major factors in these price changes are:

- There have been worldwide increases in cotton and other mop fibers such as rayon and polyester that have resulted in material increases of 4%+.
- Increases in steel prices plus impending steel tariffs have increased our costs on metal handles and other metal products by 10%.
- Labor, freight, and other factors have increased the cost of our products from China by 4%-8%.
- There have been three increases in corrugated over the last 12 months resulting in a 22% increase in cost.
- Lastly, a very tight freight market with new classifications in our freight has caused substantial increases in our shipping costs – approximately 25% over the last three years.

The good news is that with increased productivity and efficiencies, the prices on many items have stayed the same and, in some cases, have even gone down.

We are committed to maintaining the superior quality of our products and services to our customers, and we will do everything possible to ensure our products remain competitive in the marketplace. Thank you for your continued support and the opportunity to service you.

Sincerely,

Todd Leventhal
President

May 25, 2018

Re: July 2018 Price Increase – Water Activated Tapes

Dear Valued Distributor Partner,

Effective July 1, 2018, Shurtape Technologies, LLC, is increasing pricing on our water activated tapes portfolio by 4 percent. Although we have worked diligently to mitigate price adjustments for our customers, rising costs of raw materials, freight and labor throughout the industry have necessitated this decision.

Orders placed prior to June 30, 2018, for immediate delivery will be accepted at current pricing. Shurtape reserves the right to limit orders to historical customer order quantities.

Updated price pages will be available to you via Shurtape's secure distributor portal after May 31, 2018. The distributor portal may be accessed at my.shurtape.com. If you do not already have a portal account, you may request one at my-shurtape.com/signup. Set up time for new portal accounts is 48 to 72 business hours.

Should you have questions about this price adjustment, please contact your Shurtape Sales Manager or Customer Service Representative. We appreciate your business and understanding.

Sincerely,

Rob DeVries
Sr. Vice President, Sales
Shurtape Technologies, LLC

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.