




## August 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 August 1, 2018 unless otherwise stated.

### Announced Vendor Price Changes

Vendor/ Brand	Effective Date	Increase	Comments
Dart	8/1/2018	8%	All PP material items
Pactiv	8/1/2018	8%	All Containers and lids, All drink cups and lids, All Newspring products, All Straws and Stirrers, All Cutlery and Kits, All Waveware, All ESL Trays
McNairn	8/1/2018	4%	Item# 131783 Pan Liner
ITW ProBrands	8/1/2018	2-13%	All items, see details below
Fabri-Kal	8/1/2018	8%	All Polypropylene (PP)
Chicopee	8/1/2018	5%	All Products
Fresh Products	8/1/2018	2-30%	Para Products - 2%, Fragrance Super Blocks - 30%, EVA based products - 5% Sani block & screen - 3%, Liquids - 2%, Plastic dispensers - 5%
Papercutters	8/1/2018	5-6%	All Butcher and bleached papers, All Freezer, White wet waxes
Clorox	8/6/2018	6%	Clorox bleach, DVH, Home Care items



**DART CONTAINER CORPORATION**  
www.dartcontainer.com

500 Hogsback Road • Mason, Michigan 48854 • Phone: (800) 248-3960 • Fax: (517) 676-3883 • Email: sales@dart.biz

June 27, 2018

To Our Valued Customers:

Due to escalating raw material costs and increases in other manufacturing costs, it is necessary we increase prices by 8% to our customers on Dart and Solo label and private label polypropylene (PP) foodservice products, effective August 1, 2018. Product lines included in the 8% increase are listed in the table below.

Material	Product Line
PP	Creative Carryouts (Select & Supreme)
PP	Bonus & Style Setters/Regal Cutlery
PP	Expressions Bases & Lids
PP	Flexstyle Paper Container Lids
PP	Paper Hot Cup Lids
PP	PP Cups
PP	Deli Containers & Lids
PP	Portion Containers
PP	PresentaBowl Pro Bases & Lids
PP	Sauces & Sides Lids
PP	Straws & Stirrers
PP	VS Paper Food Container Lids
PP	Pitcher Handles
PP	Plastic Cold Cup Lids
PP	PP Cup & Lid (PET) Combo Packs

Orders for unprinted and stock printed products received prior to August 1, 2018, calling for immediate shipment and not exceeding normal purchasing patterns, will be honored at current prices. Orders received August 1 and after will be invoiced at the increased prices.

Orders for custom printed products received prior to August 1, 2018, for a normal single print release quantity calling for immediate shipment, will be honored at current prices. Orders received August 1 and after will be invoiced at the increased prices.

Contract prices for the above listed products on Dart Competitive Price Agreements (CPAs), where not guaranteed firm for a specific period, will increase on August 1, 2018.


We are in the process of preparing updated customer-specific prices, as well as list prices, for affected products. These lists will include the new August 1 prices for each product. Those prices will be provided to you at least 30 days prior to the August 1 effective date.

Please ensure the new prices communicated to you are directed to the appropriate contact within your company to implement them for the August 1 effective date.

Thank you for adjusting your records and for your continued support.

Dart Container Corporation  
AD/ib

*Dart sets the industry Standard of Excellence by efficiently providing high quality foodservice packaging solutions and exceptionally reliable service.*



**PACTIV**  
Foodservice / Food Packaging

Pactiv LLC  
1900 West Field Court  
Lake Forest, Illinois 60045-4828  
Tel: 847-482-2300  
www.pactiv.com

June 25, 2018

**RE: Price Increase Announcement**

To Our Valued Customers:

Due to escalating raw material and other manufacturing costs, Pactiv is announcing an 8% price increase on the following Polypropylene (PP, MFPP, and TFPP) products sold in the United States and all international and export markets:


- All Containers and Lids
- All Drink Cups and Lids
- All Newspring Products
- All Straws and Stirrers
- All Cutlery and Kits
- All Waveware
- All ESL Trays

This increase will take effect with all orders placed on or after August 1, 2018 and orders shipped on or after August 8, 2018. In addition, all contracted business will increase per the terms of the agreement.

Order quantities above normal patterns may not be honored in full.

We appreciate your ongoing support for our packaging products. Thank you for your business.

Sincerely,

  
John McGrath  
President and CEO



June 5, 2018

To: McNairn Packaging U.S. Customers  
 Re: New Imposed Tariffs on Canadian Foil


Dear Customers,


As you may already know, last Thursday, May 31<sup>st</sup> 2018, the US ended the Canadian exemption to the 10% tariff on Canadian aluminum foil which, of course, has an immediate impact on our costs. Accordingly, you will find a new price list for foil products effective immediately reflecting this unanticipated increase in costs.

In addition, we have seen cost increases to our transportation and raw material with the pulp index moving up 7% since February, 2018. We are announcing an approximately 4% increase on all non-foil items effective July 9, 2018. New price lists coming to you within 7 business days.

Thank you for your understanding during this fast moving market. We truly appreciate your business.

Best regards,

  
 Tom DuFore  
 President, M.P.I.

  
 Kevin Ayers  
 Vice President, Sales



## ITW Pro Brands Price Change Detail

Brand	Product Line	2018 Increase
<del>Acculube/Bustlick</del>	Equipment & Fluids	2%
	Parts	3%
	Hand Applied	2.5%
DYKEM	Markers	6%
	Stains/Layout Fluids	4%
	Cross Check	0%
<del>Dymon</del>	All	6%
LPS	Had 2017 Increase	3% minus 2017 % Increase
	No 2017 Increase	3.5%
	Greases	5%
Spray Nine	All	13%
SCRUBS	422 – All Counts	3%
	Other SCRUBS (900's)	5.5%
	Sanitizer (909,929) and <del>Medaphene Plus (963)</del>	0%

June 28, 2018

**RE: Price Increase Announcement**

Dear Valued Fabri-Kal Customer:

As a result of continued escalation of raw material costs, Fabri-Kal is announcing an increase to pricing on the following product lines effective August 1, 2018 .

**8% Increase: All Polypropylene (PP) products as outlined below.**


- Nex-Clear Cups, including Custom Prints
- Kids Cups and Lids, including Stock and Custom Prints
- Pro-Kal Deli Containers and Lids, including Custom Prints
- Polypropylene Portion Cups
- Sidekicks Round Containers and Lid

All orders placed by 5:00 p.m. (Eastern Standard Time) on or before Tuesday, July 31, 2018, calling for immediate shipment - no later than Tuesday, August 7, 2018, will be invoiced at the current price. Buy-ins cannot be accommodated.

All escalation clauses on current contracts and bids will be implemented.

Thank you for your continued support of Fabri-Kal Corporation.

Sincerely,

  
 Chuck Garlock  
 Vice President of Sales & Marketing



9335 Harris Corners Parkway  
 Suite 300, Charlotte  
 NC 28269  
 USA

June 21, 2018


Dear Chicopee Valued Customer:

In conjunction to the previously sent letter from Tom Salmon, dated June 10, 2018, **Chicopee will be increasing price 5% on all products shipped on or after August 1<sup>st</sup>, 2018 due to increasing costs.**

All contract pricing arrangements and custom products pricing will be increased August 1<sup>st</sup>, 2018, subject to the terms of existing agreements.

All orders received before 4:00pm Eastern Time, Friday, July 27<sup>th</sup>, 2018 calling for immediate shipment will be accepted at the current price. Orders placed before this time will be limited to 1/12 of your annual purchases. All orders received after this time will be billed at the new prices.

We appreciate your ongoing support of the Chicopee product line and thank you for your business.

  
 Greg Roth  
 Director of Sales – Wipes North America  
 Health, Hygiene and Specialties

  
 Chris Gardiner  
 VP, Sales—Specialties North America  
 Health, Hygiene and Specialties

June 1, 2018

To our Valued Distribution Partners,

We are notifying you that as of July 1<sup>st</sup>, Fresh Products will be increasing prices on most of our products. As most of you are aware, freight and raw materials have been experiencing unprecedented inflation over the past 9 months. Contributing to the increase in freight are new federal and state regulations, unprecedented demand from ecommerce expansion, and a lack of drivers. Additionally, our raw material suppliers have pushed through some of the highest price increases we have seen in recent history. With this as the back drop, we are introducing the following price increases starting July 1:

- Para products – 2%
- Fragrance super blocks – 30% (yes this is correct)
- EVA based products – 5%  
EVA products include: All Wave versions, Eco Air, Bowl Clip, Curve, Easy Fresh, Refresh 2.0, Door Fresh, Hang Tag, Trough, and Dome
- Sani block and screen – 3%
- Liquids – 2%
- Plastic dispensers – 5%  
Eco Air Dispenser, Easy Fresh Dispenser, Fusion Dispenser, Brain & Drone Dispensers, Refresh Dispenser

All other products will remain at current pricing. We will continue to do our best to mitigate price increases through strong negotiations with our suppliers and significant internal process improvements. Please work with your Sales Directors and local sales representatives with questions. As always, we truly appreciate your business and look forward to a strong finish to 2018.



Chris Adams  
Executive Vice President



# Papercutters

6023 BANDINI BLVD, COMMERCE CA 90040

PHONE (323) 888-1330 FAX (323) 724-2129

July 2, 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 August 1, 2018. Specific pricing information will be forthcoming.

### Products


- All Butcher and bleached papers – 6% (approximately)
- All Freezer (printed and unprinted) - 5% (approximately)
- White wet waxes (50/70, #130 & #143) – 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



5/23/2018 THE CLOROX COMPANY

**\*\*\* PRICE CHANGE NOTIFICATION \*\*\***

Dear Valued Customer:

The Clorox Sales Company will be advancing prices on the following:

**Effective August 6<sup>th</sup>**

- Dry Hidden Valley
- Clorox Disinfecting Bleach
- Clorox Commercial Solutions Germicidal Bleach
- Clorox Clean Up
- Commercial Solutions Clorox Clean Up
- Clorox Disinfecting Bathroom Cleaner
- Clorox Commercial Solutions Disinfecting Bathroom Cleaner
- Clorox Bathroom Gel Spray
- Clorox Bathroom Foamer Spray
- Clorox Scentiva All Purpose Spray
- Clorox Toilet Wand (Refills and Kits)
- F409 Carpet
- S.O.S.
- Clorox Commercial Solutions S.O.S.
- Clorox Hand Wipes
- Clorox Anywhere Trigger Spray
- Clorox Anywhere Commercial Solutions Trigger Spray

**Effective September 10<sup>th</sup>**

- Glad

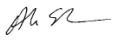
See updated Pricing Addendums for complete list of items affected by the above pricing actions.

We look to your continued partnership and support in both the timely set up of these new prices and proper ordering to reduce errors and unnecessary delays in supply.

For more information, please contact your local Clorox representative.

Thank you for your continued support.

Sincerely,



Alan Seidelmann VP-Sales, Professional Products Division

1221 Broadway | Oakland, CA 94612 | 510.271.7000 TheCloroxCompany.com

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.