




October 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 **October 1, 2018** unless otherwise stated.

Announced Vendor Price Changes

Vendor/ Brand	Effective Date	Increase	Comments
HASA	10/1/2018	6%	All sizes
Tolco	10/1/2018	2-8%	All items
ACS	10/1/2018	7%	All items
Cellucap	10/1/2018	7%	All items
Paper Pulp	10/1/2018	4-7%	All items
Reckitt Benckiser	10/1/2018	4.2-10%	Lysol Wipes, Lysol Disinfectant Spray
Papercutters	10/1/2018	5%	Reinforced & non-reinforced Kraft papers
Private Label -VSS/RTC	10/4/2018	3%	Stand Alone Toilet Seatcovers <i>Item# SA-0625</i>



1415 E. 3rd Street
Pomona, CA 91766
(626) 969-5657 (800) 252-2702 Fax (626) 969-0237

LIQUID BLEACH DIVISION

August 30, 2018

Dear Valued Customer,


Effective with deliveries made after October 1, 2018, the cost of all liquid bleach products will increase by six percent (6%) for all packaged sizes.


These increases are due to the escalating costs of the chlor alkali industry driving both Caustic Soda and Chlorine pricing at the same time. Coupled with increases in the local labor, fuel, transportation, and packaging costs, we have no option but to increase pricing.

Although these cost increases are beyond our control, please be assured that your chemical needs will be met.

Your sales representative will be in contact with you regarding these changes.

Thank you for your continued business.

Sincerely,

 John A. Fry
 General Manager
 HASA, Inc.



1920 Linwood Avenue • Toledo, OH 43604
Phone: (419) 241-1113 • Fax: (419) 241-3035

M E M O R A N D U M

To: Our Valued Customers
From: Alberto Martinez
 Director of Sales & Marketing
Date: July 1, 2018
Subject: Price Changes

Please find enclosed a copy of your new Tolco Corporation negotiated pricing.

It has been a long-standing policy of ours to honor our contract pricing for 12 months. We appreciate and value your business and understand that your customers, at times, require you to guarantee pricing. That is why we have always done our best to hold your pricing. Over the course of those 12 months, we absorb price increases, freight increases, surcharges, changes in labor rates, etc.

This last year has proven more challenging as we have seen significant increases on several fronts. Specifically, Tolco has incurred the following increases that have affected our costs of goods:


Transportation: 5% increase
 Truck load rates: 55% increase
 Corrugated and Paper: 8% increase
 Imprinting Supplies: 10% increase
 Steel and plastics: 5-10% increase

In addition, we have seen significant increases in our domestic and foreign labor rates as well as significant fluctuations in foreign currency values.

The attached pricing reflects your updated costs and we will do everything we can to hold the costs for another 12 months.

Still we have done what we can to absorb as much of the cost as possible and minimize the effect on you our valued customer.

Thank you for your continued support of Tolco. We appreciate your support and look forward to many more years of mutual success. If you have any questions concerning our new pricing, please contact your local Tolco representative or call our office at (800) 537-4786.





July 20, 2018

Price Change Announcement

As a leading manufacturer of Food Service and Janitorial Cleaning Products we pride ourselves for being the low cost producer in our space. ACS has held pricing for over three years as costs have crept up during this period while our competition took increases.

In the past 12 months, we've seen our material costs across all input commodities increase by as much as 27%. This, along with increasing costs of freight, utilities, healthcare and labor, leave us in a position where we have to pass a portion on.

Effective October 1, 2018, all prices will increase by 7%. This 60 day notice allows time for you to make the necessary adjustments.

Please contact your Regional Manager, Customer Service Representative or Local Broker to obtain your individual price list if needed.

On behalf of all of us with ACS Industries, we thank you for your business and appreciate your support.

Yours truly,

Rory Beaudette
VP - Sales & COO



1-800-222-2860
www.acs-cp.com

1-800-334-6651
www.etcpads.com

1-803-505-2800
www.treleoni.com



August 1, 2018

Dear Valued Customer,

We are notifying you that as of October 1, 2018, Disco Inc. will be increasing prices on all products. As most of you are aware, freight and raw materials have been experiencing significant inflation over the past several months. Contributing to the increase in freight are new federal and state regulations and lack of drivers. Our raw material suppliers have pushed through some of the highest price increases we have seen in many years. Due to all of these factors, we are implementing a 7% increase on all items. Specific categories, such as, soap pads and powdered cleansers will have a more significant increase.

This increase will take effect on all orders placed on or after October 1, 2018. Orders received by 5:00 PM EST on September 30, 2018 calling for immediate shipment will be invoiced at current prices. Orders will be limited to normal buying patterns.

To assist you in implementing this price increase, a report reflecting old and new list prices by item will be sent to you. Electronic files of this report may also be obtained by contacting your sales representative.

On behalf of all of us with Disco Inc., we appreciate your business and continued support.

Best Regards,

Ian Gualdoni
VP Sales



HEALTH • HYGIENE • HOME

June 15, 2018

Subject: October 1st 2018 and February 1st 2019 Product and Pricing Changes

Dear Valued Customer,

At RB we committed to create significant category growth for our commercial partners in 2018 and we are delivering on our commitment beyond the average market in our categories.

This has been possible thanks to your partnership, the launch of successful innovative new products and RB's increased investment with commercial consumers and shoppers, however significant inflation in commodities between 12-33% and supply costs between 3-7% are negatively impacting our strategic intent to continuously improve our products and provide better value to our consumers, therefore Reckitt Benckiser Hygiene Home & our Professional Divisions find it necessary to implement price increases between 4.2% - 10% on a select number of product lines.

This is to advise that Reckitt Benckiser Hygiene Home Division will increase prices on select product lines in two waves, one wave is effective October 1st, 2018 and the other February 1st, 2019. Details for October 1st are attached and details for February 1st will be shared no later than September 1st.

Please be reassured that RB will continue to aggressively pursue cost savings initiatives to balance commodity cost increases and at the same time we will continue to invest in innovation and the improved quality of our products for the benefit of our customers and consumers.

Your Reckitt Benckiser Hygiene Home sales representative will contact you to discuss this change in specific detail.

Sincerely,

Paolo D'Orso
General Manager, Sales

Reckitt Benckiser, 399 Interpace Parkway Parsippany, NJ 07054 T 973-404-2400 W rb.com.
RB refers to entities in the Reckitt Benckiser Group plc group of companies. RB LLC

Commodity increases

Ranking	Material	Increase
1	Surfactants	30%
2	Ethylene / HCL	32%
3	Paper Packaging	20-30%
4	Non-Woven	15%
5	Blow molding & Injection	5-15%
6	Plastic packaging market (HDPE/PP/PET)	5-15%
7	Tinplate, Metal & Aluminum	20-30%
8	Freight	3-7%
9	Kerosene/Mineral Oil	33%
10	Propellant	12-27%

Lysol Wipes price rationale
Effective October 1st 2018



Product Improvement
• 3x stronger substrate

Commodity increase
• Casser (Plastic)
• Wipes (Substrate)
• Shipping (Freight)

Price increase by size
• 35ct +10%
• 80ct +5.7%
• 3x35ct +5.5%
• 2x80ct +6.7%
• 3x80ct No change
• 4x80ct +4.2%
• 110ct +8.0%

Lysol Disinfectant Spray price rationale
Effective October 1st 2018



Commodity increase
• Caps (Plastic)
• Cans (Tin plate)
• Formula (Ingredients)
• Shipping (Freight)

Price increase by size
• 1oz +9.3%
• 12.5oz +9.1%
• 19oz +9.1%
• 2x12.5oz +8.9%
• 2x19oz +9.1%

Papercutters

6023 BANDINI BLVD, COMMERCE CA 90040

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

August 28, 2018

To Our Valued Customers:

Current market increases and conditions necessitate that we announce a price increase of 5% on all Fortifiber products including reinforced and no reinforced papers. This increase will go into effect for orders placed by September 20, 2018 and shipped on or before September 28, 2018.

Papercutters Inc. is fully committed to being your premier supplier. 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

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.