



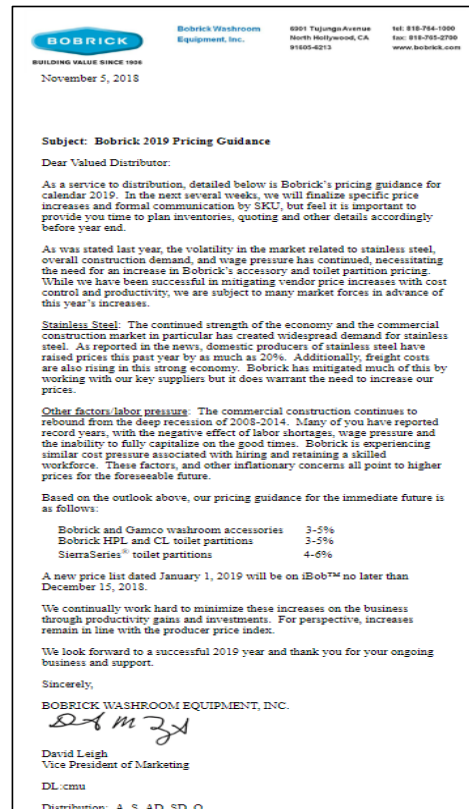
JANUARY 2019
Price Changes Notification

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 **January 1, 2019** unless otherwise stated.

Announced Vendor Price Changes

Vendor/ Brand	Effective Date	Increase	Comments
Big D	1/1/2019	6%	All items
Bobrick	1/1/2019	3-6%	Bobrick & Gamco washroom accessories = 3-5% Bobrick HPL & CL toilet participating = 3-5% Sierra Series toilet partitions = 4-6%
Carlisle	1/1/2019	3-4.5%	All items = 3-4%, Stainless Steel items = 4.5%
Diversey	1/1/2019	3-7%	Various items
HASA	1/1/2019	4%	All household bleach products
Jet Net	1/1/2019	3%	All Netting
P&G Professional	1/7/2019	5%	All items
San Jamar	1/1/2019	3%	All items, with exception of cutting boards
Unger	1/1/2019	2-5%	All items
Zenith	1/1/2019	3-5%	Bread bags w/out panels = 3%, Bread bags w/ panel = 3%, Portion bags and flat sandwich bags and grease resistant bags = 4%, Natural kraft coffee bags = 3%, Clay-coat coffee bags = 3%, Glassine bags = 3%, Interfold sheets = 5%, Hospitality and Sanitary products = 3%, Foil bags = 5%, All CUSTOM print items will be increased upon receipt of order.





October 1, 2018

Subject: Carlisle FoodService Products, LLC (CFS) 2019 Price Update

Dear CFS Customer,

During the past year we have seen significant market price increases with resins, freight, wage rates, employee insurances and packaging costs. As a result, early in November you will receive new product price lists that go into effect January 1st, 2019.

Wherever possible, we are holding product pricing consistent with 2018. However, certain products have experienced cost increases that we must pass on to the customer. Overall, you can anticipate product pricing to go up by approximately 3.0% to 4.0%, with the exception for Stainless Steel items which will have an average increase of 4.5%. In addition, the prepaid freight level for the Foodservice and Sanitary Maintenance divisions will be increased by \$500. The Healthcare, and Marko freight terms will remain at 2018 levels.

The percentages communicated above are exclusive of any tariff changes. We are currently monitoring and evaluating the impact of the tariff negotiations on our product offering and if any adjustments are required based on those negotiations, they will be communicated at a later date.

At CFS, we endeavor to provide pricing structures that are both competitive and allow our distributor partners the opportunity to optimize customer engagement and profitability. As part of our efforts to remain competitive, we perform comprehensive evaluations of our pricing practices. Results of those evaluations require us to make certain adjustments to the existing discount structure.

On or before November 1st, we will provide you with updated item pricing files. We ask that you work with your CFS representative and use these files to update the cost files in your purchasing system. **The new pricing structure will be in effect for all orders received after December 31st, 2018.** Orders received on or before December 31st where the customer authorizes immediate shipment will be entered using the current pricing structure.

We thank you for your continued partnership and look forward to working with you in 2019.

Sincerely,

Anthony Kehoe
Vice President of Sales
Carlisle FoodService Products, LLC

Postscript: CFS San Jamar products will be communicated in a separate letter.

4711 E. Hefner Road Oklahoma City, OK 73131 Phone: 405.475.5900 Fax: 405.475.5907 www.carlislecp.com



Date: November 1, 2018

Dear Valued Business Partner:

Effective January 1, 2019 Diversey will implement changes to our LTL price brackets and Redistributor allowances. The rising costs of fuel and freight at the less than truck load quantity leads us to this change. This bracket change will also be implemented for our direct-buying distributors creating a greater spread between our FTL and LTL pricing levels. FTL pricing will not change.

Also, after a comprehensive analysis of our evolving customer and product portfolios, contract supported business, and impact of our changing market dynamics, Diversey will implement the following Redistributor allowance changes effective this same date. Our goal is to create a sustainable supply chain model that includes our Redistributor partners and positions us both for continued growth in our rapidly and evolving business sectors.

Product Category	Jan 1, 2019 ReD Front Allowance
Open	3%
PROSUMER	7%
Private Brand	0%
Select	3%
Specialty	0%

Please note the new Redistributor pricing will not be available to view in the distributor portal until January 1, 2019. A copy of the update pricing is attached to the email containing this letter. If you have any questions regarding any of these changes, please reach out to your Diversey representative.

We value your support and partnership. Thank you for your continued business.

Sincerely,

Paul Budsworth
Diversey President, North America

Diversey, 2415 Cascade Pointe Boulevard, Charlotte, NC 28208
www.diversey.com



November 30, 2018

HASA HOUSEHOLD BLEACH DIVISION

Dear Valued Customer,

Due to continued inflationary cost pressures across all areas of our business including key raw materials, plastic, cardboard, labor and logistics including the countrywide driver shortage & restrictions, Hasa is passing along a 4% price increase for all household bleach products.

This applies to products manufactured in our Arizona, California, Texas & Washington plants and is effective January 1, 2019 or as contract terms permit.

We appreciate the opportunity to supply you with high quality household products and service you can count on. We look forward to continuing our relationship with you as a valuable and reliable supplier.

Please do not hesitate to reach out to me or your Hasa sales team if you have any questions regarding this information and your local Hasa salesperson will be in contact with you shortly.

Sincerely,

Rory Manley
Hasa, Inc.
CEO

JetNet Corporation



79 North Industrial Park • 505 North Drive
P.O. Box 49 • Sewickley, PA 15143-0049 U.S.A.
Phone: 412-741-0100 • 1-800-243-1036 • Fax: 412-741-0140
www.jetnetcorp.com • E-mail: info@jetnetcorp.com

November 16, 2018

Vernon Trading
5560 E. 61st Street
Commerce, CA 90040

Dear Larry;

This letter is to advise you that there will be a small increase in the cost of our netting that will take effect on January 1, 2019.

JetNet has not issued a price increase on our netting since 2011. Since that time, raw materials, labor and other cost of goods have increased beyond our ability to hold our cost stable.

Thank you for your continued business and support. Please contact me with any questions and concerns. I have listed the netting sizes you currently purchase from us and the new costs of those items.

P5/24LNS100 - Old Cost \$20.00 - New Cost \$20.60
P5/28/100-C18 - Old Cost \$25.18 - New Cost \$25.94
P5/28LNS100 - Old Cost \$23.27 - New Cost \$23.97
P5/10LNS - Old Cost \$4.98 - New Cost \$5.13
P5/28LNS-CC23 - \$284.00 - New Cost \$292.52

Sincerely,

Matt Barks
West Coast Account Manager



November 29, 2018

Dear Valued Customer:

Effective with orders on Saturday, January 5th, 2019, Procter & Gamble Professional will execute a greater than 5% on average List Price Increase on full truck orders across our P&G Professional Line of cleaners, laundry and specialty products. For all End User customers with existing P&G pricing contracts we will continue to offer the current contract prices per the terms of our agreements with them. Our continued focus is to provide products which deliver high performance at an excellent value that enable the acceleration of our customer's category sales and profits. We will continue to offer the outstanding performance end users have come to expect from P&G Professional brands while we invest in new categories and capabilities to help you win.

As a company principle, P&G Professional does not take pricing on speculation, but rather to cover costs already incurred and to fuel continued innovation and investment in the away from home cleaning category. Our pricing strategy calls for decisions based on several factors: The increase in Producers Price Index over the last 12 months, wage inflation increase, trucking and warehousing costs, customer/end user impacts, investments in research & development, marketing and Go to Market Capability, the competitive environment and many other external factors. Specifically, P&G Professional will continue to invest in innovation and categories while transportation costs, wage rates, regulatory costs and inflation continue to rise.

Our growth over the last 3 years has been consistently ahead of the industry. We always look to offset our cost increases primarily via robust productivity plans. We continue to optimize our supply chain to deliver robust saving plans, which coupled with this price increase will enable us to continue to deliver meaningful innovation to end users and to reinvest in new capabilities to deliver sustainable, industry leading growth results.

Orders placed on or before January 4, 2019 will receive the old price. Purchases of pre-increase price product will be limited to two weeks average movement and must ship no later than January 31, 2019.

Your P&G Professional representative will provide details and answer any questions. Thank you for your continued support of our brands.

P&G Professional North America



November 1, 2018

Subject: San Jamar 2019 Price Update

Dear San Jamar Customer,

During the past year we have seen significant market price increases with resins, freight, wage rates, employee insurances and packaging costs. As a result, early in November you will receive new product price lists that go into effect January 1st, 2019.

Wherever possible, we are holding product pricing consistent with 2018, and are pleased to confirm that all cutting board pricing will remain for 2019. However, certain products have experienced cost increases that we must pass on to the customer. Overall, you can anticipate product pricing to go up by approximately 3%, with the exception for Stainless Steel and temperature protection mitts and holders which will have an average increase of 5.0%.

The percentages communicated above are exclusive of any tariff changes. We are currently monitoring and evaluating the impact of the tariff negotiations on product offerings affected and are taking every effort to mitigate the impacts. If any adjustments are required based on those negotiations, they will be communicated at a later date.

We endeavor to provide pricing structures that are both competitive and allow our distributor partners the opportunity to optimize customer engagement and profitability. As part of our efforts to remain competitive, we perform comprehensive evaluations of our pricing practices. Results of those evaluations require us to make certain adjustments to the existing discount structure.

On or before November 1st, we will provide you with updated item pricing files. We ask that you work with your San Jamar representative and use these files to update the cost files in your purchasing system. The new pricing structure will be in effect for all orders received after December 31st, 2018. Orders received on or before December 31st where the customer authorizes immediate shipment will be entered using the current pricing structure.

We thank you for your continued partnership and look forward to working with you in 2019.

[Click here for the USD 2019 Price List in Excel format.](#)
[Click here for the USD 2019 Price List in PDF format.](#)

Sincerely,



Quality Tools for Smart Cleaning™

Dear Valued Partner:

At Unger, we strive to develop innovative tools that increase productivity, keep workers safe and achieve superior cleaning results. In 2018 Unger launched the **Excella™** floor cleaning and finishing system. Its combination of patented features cleans twice as fast as traditional mops with less strain, stress, and effort. This superior performance is verified by independent, third-party study and customer testimonials.

Looking beyond 2018, Unger will invest in existing product enhancements and industry innovations, as well as best-in-class sales consultation and customer service support. We, as an industry, also face the challenge of raw material, transportation and labor costs increases. Unger, through diligent operational planning, has successfully mitigated most of these cost impacts. As a result, the industry-wide price adjustments will be limited to the following, effective January 1, 2019:

- 0% increase on Unger **Excella™** kits, poles and components
- 2% increase on all individual Microfiber products; cloths, flat/string mops, cleaning pads and strip washers
- 5% increase on remaining Unger items

Unger has held pricing despite all tariffs imposed this summer as a result of the Chinese trade dispute. However, the tariffs that took effect on September 24th, 2018 are too excessive for Unger to solely absorb. Therefore, the preceding adjustment will be accompanied by an additional 3% increase on all Unger SKUs effective January 1st. The 3% increase will not take effect if the dispute, and resulting tariffs, are resolved by January 1st, 2019 and will be withdrawn if resolved after January 1st.



Striving to Exceed Your Expectations

MAIN OFFICE
17825 East Railroad Street
P.O. Box 8445
City Of Industry
California 91718-0445

Los Angeles: (626) 912-2461
Fax: (626) 810-5158
Northern California: (916) 894-5658
Pacific Northwest: (425) 317-8485
East Coast: (781) 784-0774

VISIT OUR WEBSITE! www.zsb.com



ZENITH SPECIALTY BAG CO., INC.

MANUFACTURERS OF SPECIALTY BAGS AND PAPER PRODUCTS FOR THE FAST FOOD AND BAKERY INDUSTRIES

10-8-18

Letter to the Trade:

Please be aware that the following price increase will become effective January 1, 2019:

- Bread bags both without a panel 3%**
- Bread bags with a panel 5%**
- Portion bags and flat sandwich wrap both dry wax and grease resistant 4%**
- Natural Kraft coffee bags 3%**
- Clay-coat coffee bags 3%**
- Glassine bags 3%**
- Interfolded sheets 5%**
- Hospitality and Sanitary products 3%**
- Foil Bags 5%**

All custom printed jobs will be increased upon receipt of order. Please consider this a 30 day price increase notice for custom printed jobs. All repeat orders will be costed out and confirmed at the new price before the order will be accepted.

Sincerely,

Ron Anderson
Vice President- Sales

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.