



MARCH 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 **March 1, 2019** unless otherwise stated.

Announced Vendor Price Changes

Vendor/ Brand	Effective Date	Increase	Comments
Supreme Enterprise	3/1/2019	5-10%	Any wood and/or metal products - Handles, etc.
Claire	3/1/2019	7-12%	All items
Cellucap	3/1/2019	7%	All items
SC Johnson/DEB	3/18/2019	3.9%	All items
Ettore	3/1/2019	3%	All rubber, channels, and handles

Supreme Enterprise
PO Box 3106*8417 ~~55000~~ Way Santa Fe Springs, Ca. 90670
562 945-7590*562945-2790 Fax*888 770-0715
orders@supreme-enterprise.com

1/16/2019

Dear Valued Partner,

We at Supreme Enterprise have worked diligently to offer the best pricing possible and have not raised pricing in most areas since 2013.


As I am sure you are aware, a series of Importation Tariffs have now been implemented and certain raw materials have been affected. That along an escalation in other raw materials (wood & metal components), and transportation costs have now forced us to increase our pricing.

Again, we have been working very diligently to minimize the effect to you, our valued customer and thank you for your continued support of Supreme Enterprise. We will be working on the price in the next few weeks.

Effective 2/1/2019 we will be implementing a 15% restocking charge on all returned products 30 days old from the Invoice date. This is to cover all repackaging costs and labor.

Sincerely,

Keith Kingsolver



2651 Warrenville Road, Suite 300
Downers Grove, IL 60515
630-543-7600
www.clairerfj.com

SUBJECT: 2019 Price Schedule

Dear Valued Customer,

PLZ continues to experience significant and sustained cost increases from our suppliers for components, raw materials, packaging, and freight. Several key suppliers have announced and implemented price increases ranging between 7% - 12% (excluding steel tariffs, already in place).

As a result, PLZ will implement an average 7.5% price increase effective March 1, 2019. We have enclosed your updated pricing.

PLZ will continue to work diligently with our supplier base to mitigate additional cost increases. However, due to the uncertainty of market conditions relative to trade policies and commodity prices, we will continue to monitor potential future price adjustments as needed.

Thank you for your continued business. Should you have any questions, please contact your sales representative.

Sincerely,


Derek Wallace
Vice President of Sales

CELLUCAP. MANUFACTURING

August 29, 2018

DEAR VALUED CUSTOMER:

We continue to experience rising raw material and energy costs, higher inbound and outbound freight expense and increased production costs. Despite our improvements in productivity, we can no longer continue to absorb these increases.

As a result effective October 1, 2018 pricing will increase 7% on our paper product lines (chef hats & overseas caps). All orders received prior to that date for immediate shipment will be priced at current levels. Orders will be limited to normal buying patterns. Cellucap will honor bid contract prices to the agreed contract terms.


To assist you in implementing this price increase, our customer service personnel are prepared to advise you of the new pricing on your specific products and program.

In addition, new tariffs are being initiated on a variety of imported products. That process is very fluid at this time; however, please be aware that should our products be affected we will immediately advise you of the impact and of your new pricing for those impacted product lines.

Please be assured of our ongoing commitment to provide the best possible quality products and service at competitive prices. We urge you to enlist the help of the entire Cellucap organization to ensure that current product choices offer the most effective solution to your needs.

We appreciate your continued support.

Best Regards,


Damon Goodwin
Vice President - Sales

Dear Valued Customer,

This letter is to inform you that we will be **adjusting prices across our skin care product lines up to 3.9%**, effective March 18, 2019.

We are committed to offsetting a significant portion of inflationary costs through continuous improvement projects. While doing so, freight costs and prices of primary ingredients and packaging materials have dramatically increased over the last few months.

Given the recent challenges with the supply chain industry (drivers' recruitment and retention, and electronic logging device implementation), we must also implement price tier requirements presented over the last few months. Customers are now assigned to a specific price tier based on how they choose to order products. The price increase will vary based on assigned tier requirements with some tiers subject to a higher increase. To maintain tier pricing, orders must meet the minimum order values by tier as indicated below. Fill-in orders (below minimum order value and above \$500) can be available with prior approval.

- Tier 1: \$10,000 minimum orders
- Tier 2: \$7,500 minimum orders
- Tier 3: \$5,000 minimum orders
- Tier 4: \$3,000 minimum orders

Non-stock/custom dispensers (not included in the [attached price list](#)) require additional lead time and should be placed on a separate purchase order. For more information, please refer to our [Custom Dispenser Policy](#) and updated [Terms and Conditions](#) (see attached).

All orders received on or after March 18th will be priced based on the new attached price list. If you need any help to update your internal price lists or product listing, please do not hesitate to send an Excel file to cs.proUS@scj.com.

Thank you for your continued support.

Mike Flagg

Chief Executive, North America

SC Johnson Professional Inc.
2815 Coliseum Centre Drive, Charlotte, NC 28217
USA

marketingusa@scj.com
<http://www.debgroupp.com>



December 10th, 2018

Dear Valued Customer:

We here at Ettore, for the past 80+ years, have strived to provide the best innovative tools that help you and your customers be more productive and therefore more profitable. The last few years have shown all of us some challenges and changes to the way things are moving forward and we would like to thank each and every one of you for your support, commitment, and excitement for your partnership to succeed.

Over the years we have developed quite a network of resources throughout the world to provide you the highest quality products at the best prices in the market place. In order to continue our legacy of bringing you the best products we constantly monitor the costs of transportation, labor, raw materials, rubber, etc. We do our best to manage these costs and routinely we find ways to absorb them by becoming more efficient. This year we have been hit by all sides (raw materials, transportation, labor costs, taxes, tariffs, Customs, regulations, etc.) and now have no alternative than to raise our prices to keep up with these ever-changing conditions. We will be implementing a modest price increase of select items in our catalog starting Jan 1st, 2019.

We are excited about 2019 and the challenges and success it will bring. Again, I would like to express our sincere thanks for your support and will continue to provide the finest products in the world.

Sincerely,

Wayne Schultz
Executive Vice President
Ettore Products Company

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.